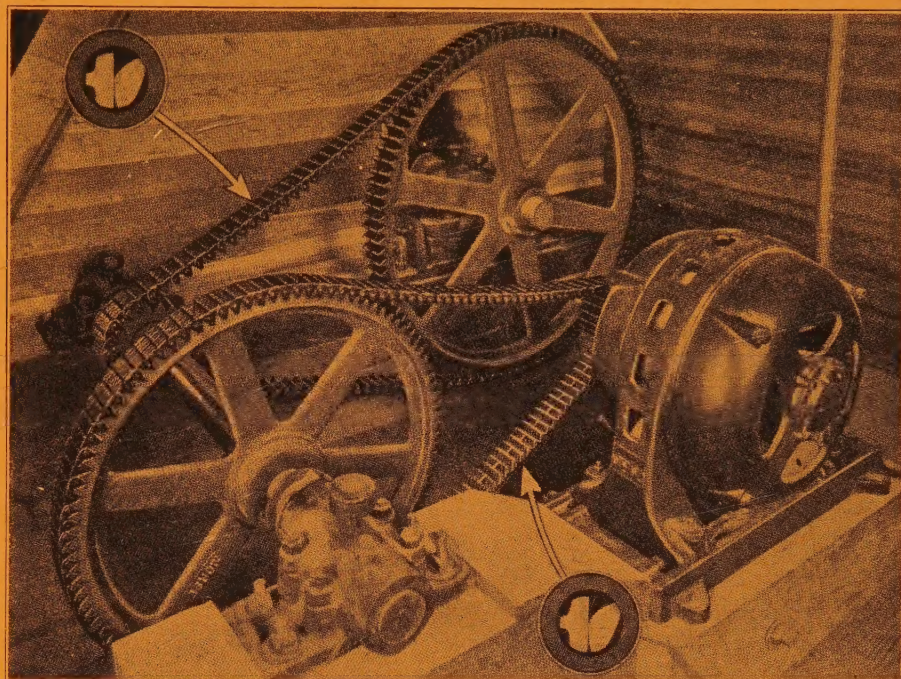


# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

20 H. P. Morse Double Reduction Silent Chain Drive from motor to elevator head as installed in Rock Island Elevator, Council Bluffs, Ia., by Folwell-Ahlskog Co. First reduction—Driver, 865 r.p.m., Driven, 166 r.p.m., 40 inch centers. Second reduction—Driver, 166 r.p.m., Driven, 30 r.p.m., 54 inch centers.]



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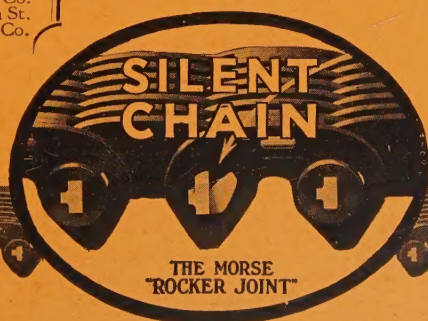
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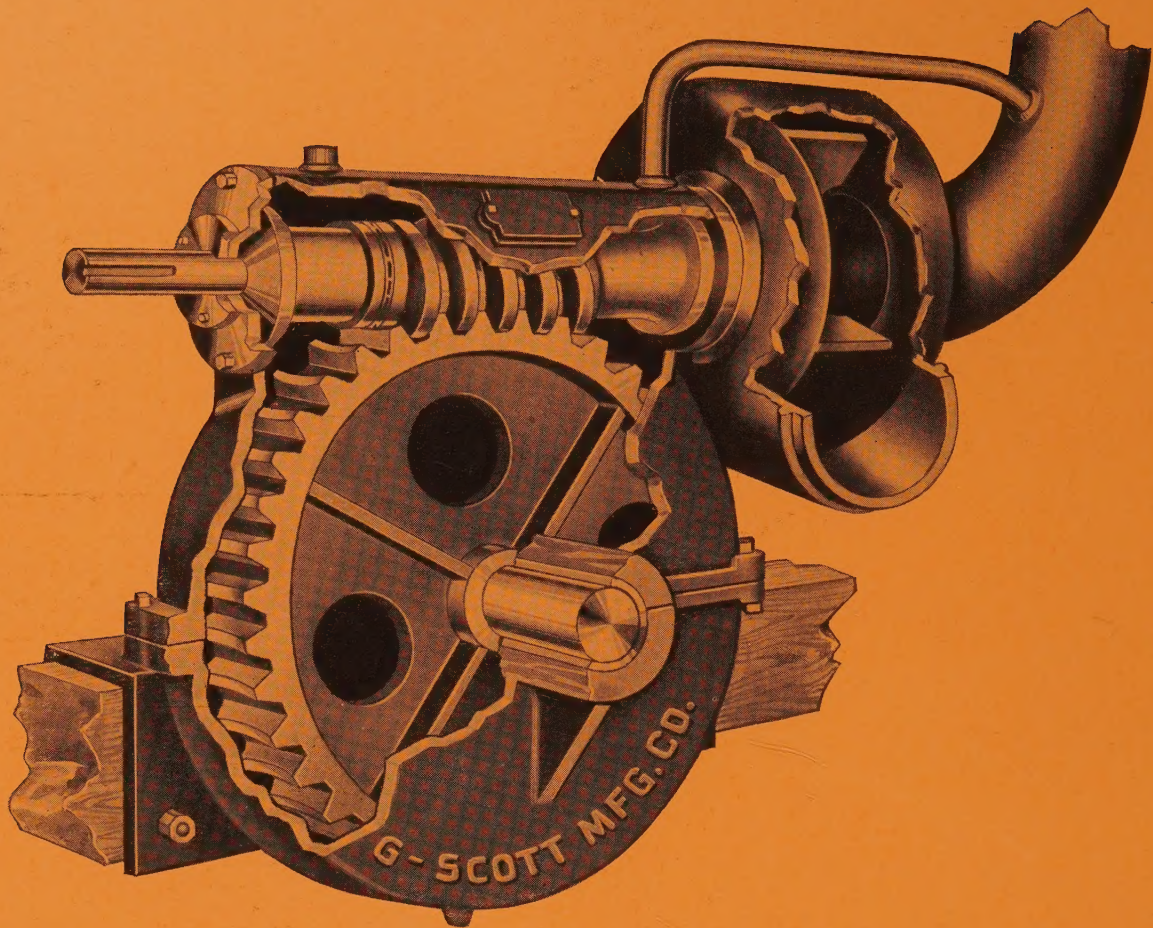
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

### AMARILLO, TEXAS.

Amarillo Feed & Seed Co., feed, seed, grain.  
Beasley Grain Co., J. N., grain and seeds.  
Great West Mill & Elevtr. Co., millers, grain dlsr.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain and hay.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

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Corn Exchange Members.  
Armour Grain Co., grain merchants.  
Cargill Grain Co., grain merchants.  
Hannon, Harry J., brokerage exclusively.  
Leeson Grain Co., Inc., consignments.  
McKillen, Inc., J. G., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,  
kiln-dried buckwheat flour.

### CAIRO, ILL.

Board of Trade Members.  
Hastings-Stout Co., grain and hay.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.  
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Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Breanan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers and shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Granger & Co., Dan. B., commission, grain and hay.\*  
Scholl Grain Co., grain merchants.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENTON, TEXAS.

Craddock Grain Co., W. F., grain & hay.

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Houston Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*

\*Members Grain Dealers National Association.

### DENVER, COLO. (Continued)

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Rocky Mountain Grain Co., export and domestic grain.\*

### DODGE CITY, KANSAS.

Board of Trade Members.  
Christopher & Co., B. C., consignments & futures.  
Goffe & Carkener, Inc., grain commission merchants.  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

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Board of Trade Members.  
Lockwood, Lee, broker.

### DETROIT, MICH.

Board of Trade Members.  
Caughey Co., Frank T., grain and field seeds.\*  
Blinn, Fred W., grain dealers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members  
Bennett & Company, James E.  
Bird Grain Company, Henry.\*  
Cox Grain Company, C. H.  
Davis-Noland-Merrill Grain Company.  
Enid Terminal Elevator Company.  
Enid Milling Company.\*  
Ferguson-Shircliff Grain Company.  
Fequay Grain Company.\*  
Gels-Price Elevator Company.  
Goltry Grain Company.  
Henry Grain Company, John.\*  
Humphrey Grain Company, E. R.  
Johnston, W. B.\*  
Union Equity Exchange.

### FORT DODGE, IOWA.

Mulholland & Thorsen, grain merchandisers.

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Bewley Mills, flour milling.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consgmts.\*  
Dorsey Grain Co., strictly brokers, consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Federal Commission Co., brokers, consgmts.\*  
Gladney Grain Co., consignments.  
Henderson Grain Co., consignments, brokerage.\*  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Bros. Grain Co., consgmts.-merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consgmts.\*  
Universal Mills, "Superior Feeds."\*  
West Grain Co., consgmts., merchants, brokers.

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### GUTHRIE, OKLA.

Logan County Mfg. & Gr. Co., mchts., pub. storage.

### HOUSTON, TEXAS.

Merchant Exchange Members.  
American Maid Flour Mills, mfg. gr., exporters.  
Beatty-Archer Co., grain brokers only.\*  
Dittlinger Roller Mills Co., H., flour exptg.  
Dixon & Co., E. S., grain recvrs., feeds.\*  
Downman Grain & Hay Co., E. C., gr., fd., hay.\*  
Ervine & Bishop, wholesale grain.\*  
Rogers, J. E., poultry feed & grain.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*  
Saint & Co., Inc., grain & mixed feeds.\*  
South Texas Grain Co., grain & feed.\*

### HUTCHINSON, KANS.

Board of Trade Members.  
Goffe & Carkener, Inc., grain merchants, futures.

### INDIANAPOLIS, IND.

Board of Trade Members.  
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Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Malbucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Board of Trade Members.

Aylsworth Commission Co., grain commission.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Commission Co., consignments.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Uhlmann Grain Co., grain merchants.\*  
Uppdike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Welcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### KNOXVILLE, TENN.

Lackey, Douglas W., mlg. grain, milo, alfalfa meal.

### LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.\*

### LAWRENCEBURG, IND.

Greendale Mills, Inc., "Greendale Feeds" are better.

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.  
Gordy Co., C. L., grain brok., hay, grain and mill feed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Brandeis & Son, A., receivers and shippers.  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storekeepers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

### MEMPHIS, TENN.

Merchants Exchange Members.

Brown, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
Wisconsin Grain Elevators Co., grain merchants.

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cereal Grading Co., grain merchants.\*  
Davies Co., P. M., grain commission.\*  
Delmar Co., shippers.  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hubenthal, C. G., gr. mchts., oil meal, chicken feed.  
Eliawatha Grain Co., screenings.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seldl, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY.

### Produce Exchange Members.

Abel-Whitman Co., Inc., The grain, feed, bkg.  
Jones & Co., M. B., buyers—quote us.\*  
Therrien, A. F., broker.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Choctaw Grain Co., milling wheat specialists.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Mashburn Grain Co., grain and feeds.  
Mid-State Grain Co., The grain & feed mchts.  
Okla. City Mill & Elevtr. Co., millers, gr. dealers.\*  
Perkins Grain Co., W. L., brokerage.  
Polson Grain Co., mill wheat specialists.  
Scannel Grain Co., E. M., grain and feed.  
Stowers Grain Co., W. B., grain comm. mchts.\*  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co.\*  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Udpike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cleveland Grain & Mfg. Co., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

McFadden & Co., G. C., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*  
Norton Grain Co., consignment specialist.\*

## SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*

## ST. LOUIS (Continued)

Turner Grain Co., grain commission.\*

## SALINA, KANS.

Branson Co., Ted, corn, oats, kafir, hay.

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

### Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

### Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahm & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*  
Kansas Terminal Elevtr. Co., gr. mchts., public storage.

## WICHITA, KANS.

### Board of Trade Members.

Blood Grain Co., I. D., receivers and shippers.

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.\*

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**Stevens-Scott Grain Co.**

Grain Merchants

**Edward Kelly Grain Co.**

Wheat, Kafir, Milo

**Davis-Noland-Merrill Grain Co.**

Grain Merchants

**The Red Star Milling Co.**

Hard Wheat Flour

**Wolcott & Lincoln**

Grain, Cotton, Stocks, Bonds

**Braly Grain Co.**

Consignments

**The Kansas Milling Co.**

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**The Wichita Flour Mills Co.**

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# New York Grain Futures

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The New York Wheat Futures Market provides an ideal hedge for millers and exporters.

The desirable grades only of Domestic Wheat are deliverable on contract with nothing below No. 2 Hard Winter, No. 2 Red Winter and No. 2 Northern Spring. The bonded contract is for the Standard Export Grades of Canadian Wheat deliverable under the original Dominion Certificates.

Wheat at Buffalo is at a most desirable distributing point for Eastern mills and from Buffalo export grain can be shipped via any Atlantic port as ocean freight is available.

Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at  $\frac{1}{2}$ c premium and No. 3 white at  $1\frac{1}{2}$ c discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are  $\frac{1}{4}$ c per bushel for **non-members** residing in United States and Canada and  $\frac{3}{8}$ c per bushel for **non-members** residing outside of the United States and Canada. Commissions are  $\frac{1}{8}$ c per bushel for **members** residing in the United States and Canada and  $\frac{1}{4}$ c per bushel for **members** residing outside of the United States and Canada.

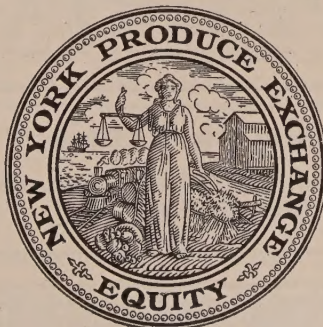
Members of the Clearing House are as follows:

Andrus, C. W., & Son  
Bache, J. S., & Co.  
Barnes-Ames Company  
Betts & Power  
Canada Atlantic Grain Export Co., Inc.  
Clark, John F., & Co.  
Continental Grain Co.  
Dare, E. H., & Co.  
Dreyfus, Louis & Company

Earle & Stoddart, Inc.  
Field, Albert C., Inc.  
Hansen Produce Co., Inc.  
Knight & Company  
Jones, M. B., & Co., Inc.  
Melady Grain Co., Inc.  
Milmine, Bodman & Co., Inc.  
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Peters, N. W., & Co., Inc.  
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GUARANTEES  
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Members**MINNEAPOLIS**Chamber of Commerce  
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**CEREAL GRADING COMPANY**  
CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.**GRAIN**We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
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Elevator Capacity 2,000,000 Bushels**Fraser-Smith Co.**  
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Own and Operate the  
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Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

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Established 1877

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C. C. Miles**Established - 1875  
Incorporated - 1910

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sion Our Specialty**Turner-Hudnut Company**Receivers **GRAIN** Shippers

42-47 Board of Trade

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thru, including the advertisements.—J. J.  
Adam, mgr. Streeter Elevator Co.



Board of Trade  
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48 Years

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6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.


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and  
OATS

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Norris Elevator—Murray Elevator

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### Consign your Grain to LEESON GRAIN CO., INC.

BUFFALO, N. Y.

Quick Returns—Best Results

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We Deliver What We Sell

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Robinson's Cipher Code, leather..... 2.50  
Miller's Code (1917), cloth..... 2.00  
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A. B. C. Code, 5th Ed., with sup....20.00  
Baltimore, Export Cable Code.....15.00  
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GRAIN DEALERS JOURNAL  
309 So. La Salle St. Chicago, Ill.

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They contain many stories of interest.  
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# Grain Dealers Journal



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your

shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**Houlton Grain Co.**

Wholesale Grain.  
Get in touch with us.

**Farmers Union Mlg. & Elev. Co.**

Millers and Grain Merchants.  
38th and Wynkoop Sts.

**O. M. Kellogg Grain Co.**

Receivers shippers of all kinds of grain.

**The Conley-Ross Grain Co.**

Wholesale Grain.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

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## MILWAUKEE

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MILWAUKEE, WIS.

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C. M. & St. P., Elev. "E" Milwaukee

1,400,000 Bushels Capacity

Elev. "B" Savanna, Ill.

400,000 Bushels Capacity

Consignments solicited for Milwaukee and Savanna

PRIVATE WIRE SYSTEM TO ALL PRINCIPAL MARKETS

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to become familiar with  
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Strictly Commission Merchants  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
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Send Your Offerings to

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Kiln Dried Yellow Corn

Wire for Prices  
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**STANDARD COMMISSION CO.**

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

**C. N. D. QUOTATIONS**

A complete record of C. N. D. or Radio Market Quotations is invaluable for ready reference.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday ..... 192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley. Spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9x11 1/2, are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00. Weight 14 oz.

GRAIN DEALERS JOURNAL  
309 South La Salle St. Chicago, Ill.

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Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

**Hipple Grain Co.**

Hutchinson, Kans.

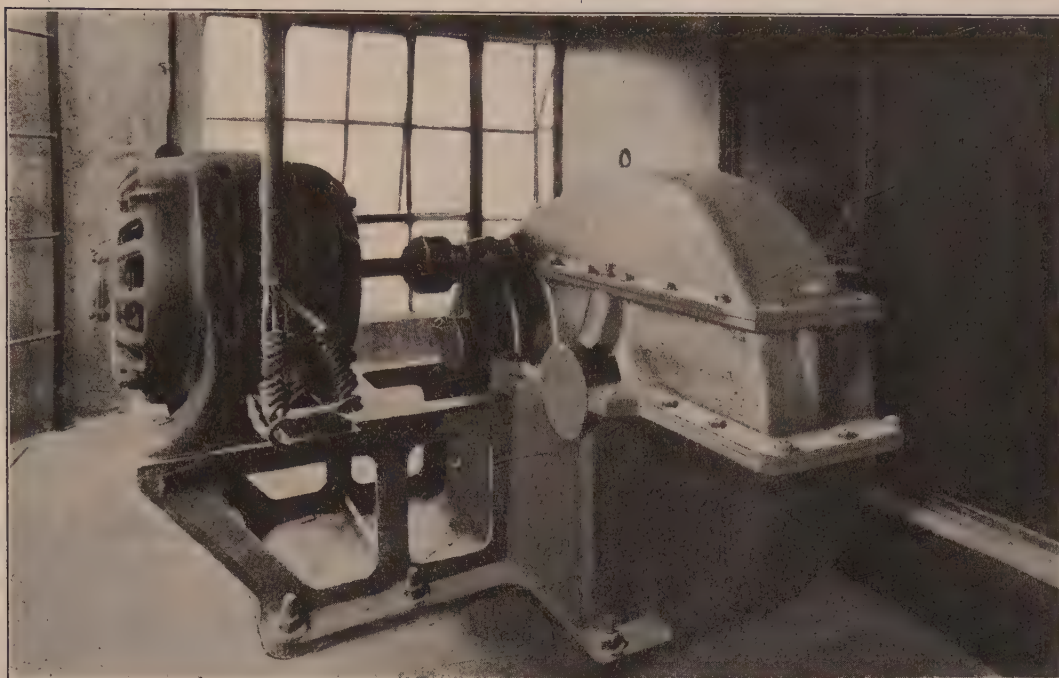
Specializing in Kafir and Milo  
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Upon readers patronage of its  
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Will you mention it?

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
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This will announce the new standard series of Falk Speed Reducers, including among other features a wide range of ratios and continuous tooth herringbone gears. Falk quality is now available from stock. Compactness of design and perfected lubrication are added to a record of unusual performance. Plus-satisfaction is built into every unit.

The Falk Speed Reducers can be relied upon to deliver power continuously day in and day out for years without any costly periods of inoperation.

Falk Speed Reducers are made in single, double and triple reductions. A bulletin will be sent you on request.

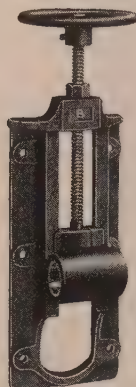
**The Falk Corporation, Milwaukee, Wis.**

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Gears — Speed Reducers — Oil Engines — Flexible Couplings

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Take Up



Spool Idler

Whether it be a complete new machinery installation or a repair or replacement, we are in a position to furnish the complete outfit or parts.

The one we consider as important as the other, and, at all times, give the orders our careful attention and make prompt shipment.



Sprocket Idler



Take Up

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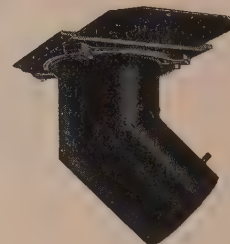
*Send us your inquiry*

# UNION IRON WORKS

Decatur, Illinois



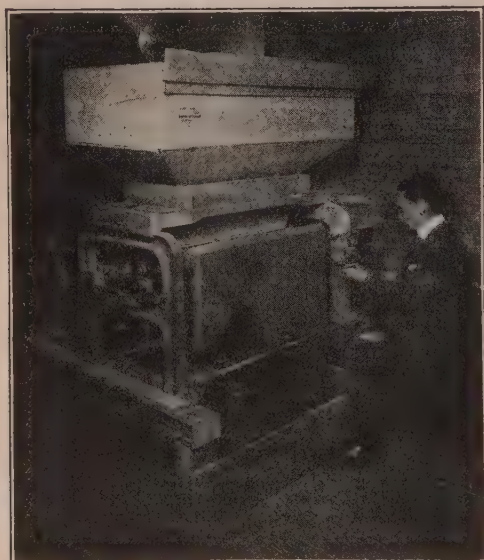
Sprocket Tightener



Bin Bottom

## The RICHARDSON AUTOMATIC GRAIN SCALE is

### PROTECTIVE MONEY-SAVING TIME-SAVING



Protective because it protects your pocket from losses through shortages. Install a Richardson and you have the adequate weighing facilities required by I. C. C. regulations.

Money-Saving because it costs less to install. It requires less headroom than a hopper scale and the cupola doesn't have to be raised; and it doesn't need independent foundations to be accurate.

Time-Saving. No time is lost in loading or unloading cars. You don't have to run up to the cupola or scale to weigh each draft and shut down every few minutes. No time is lost in weighing the grain and your man can be engaged on other work while the scale **Automatically** weighs the grain into or from the cars.

It will pay to employ the RICHARDSON in your grain elevator. Write for particulars.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

WICHITA

BOSTON

OMAHA

GULFPORT

PITTSBURGH

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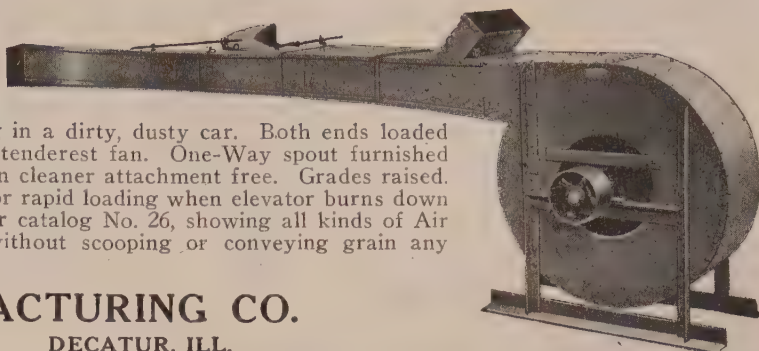
NEW YORK  
LOS ANGELES

MINNEAPOLIS



## LOAD RAILROAD CARS WITHOUT SCOOPING THE BOSS AIR BLAST CAR LOADER

will load the largest cars without any scooping in a dirty, dusty car. Both ends loaded at the same time. They CANNOT injure the tenderest fan. One-Way spout furnished if desired. Spout adjustable up or down. Grain cleaner attachment free. Grades raised. We make PORTABLE outfits also. Suitable for rapid loading when elevator burns down or where there is no elevator. Write today for catalog No. 26, showing all kinds of Air Blast Car Loaders for loading loose grain without scooping or conveying grain any reasonable distance.



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**S. HOWES CO., Inc.**

**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE"      GRAIN      CLEANING      MACHINERY

# MOHAWK



## RUBBER BELTING

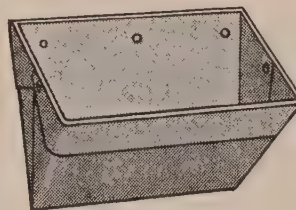
For many years the **Standard Belting** for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

**The Gutta Percha & Rubber-Mfg. Co.**  
301 W. Randolph St.                      CHICAGO  
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## Premier "V" Type Elevator Buckets



The strongest bucket made, unequalled for rigidity and wear. Made from one piece of steel with an extra deep fold at front and back and lap at ends riveted with two or more rivets.

Any required bushels per hour capacity can be secured with

PREMIER buckets at a lower first cost of installation than any other type of bucket and cost of upkeep is in the same proportion.

For future reference you should have in your files a copy of our tables giving the capacity in bushels per hour of Premier "V" buckets when used with head pulleys from 24 inches to 84 inches in diameter. Other valuable information is included regarding the correct design and dimensions of elevator heads, etc.

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We also manufacture Steel Elevator Heads, Boots, Legging, Flexible Spouting, Boot Tanks, Conveyor Boxes and all other equipment for Grain Elevators that can be made from steel.

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## Fans

Collectors and  
Complete Systems  
to meet all dust  
collecting re-  
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The Sturtevant Engineering Staff is thoroughly experienced in the design and application of modern dust collecting systems for grain elevators.

Send for our catalog 291 on Pneumatic Collecting & Conveying Systems or call in one of our engineering specialists on dust collecting problems and let him recommend equipment that will give the most satisfactory results.

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Chicago Office, 1042 Wrigley Bldg.

**Sturtevant COLLECTING & CONVEYING FANS & SYSTEMS**

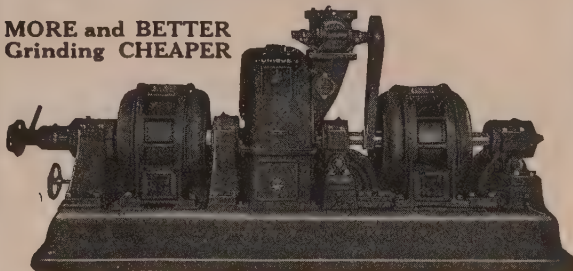
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For Greatest Profit In  
Feed Grinding, Employ The

## UNIQUE

BALL BEARING ATTRITION MILL

MORE and BETTER  
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramping device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

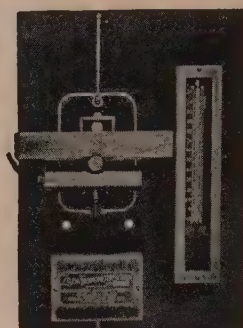
We shall be glad to send you complete description on request. Write us.

### ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—111 W. JACKSON BLVD.



## The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

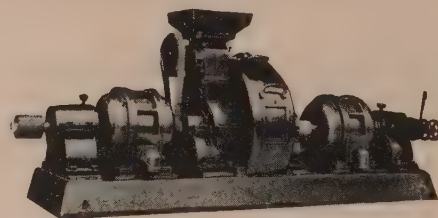
Zeleny Thermometer Co.

542 S. Dearborn St.

CHICAGO

### A Few Zeleny Installations

Cargill Grain Co.  
Pillsbury Flour  
Mills  
Bartlett Frasier  
Co.  
Uddike Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
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Elevator  
Maney Milling  
Co.  
Buckeye Cotton  
Oil Co.  
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Co.



THE Calculating Operators will analyze the merits of these sterling feed grinders before placing their requirements.

### Diamond Huller Company

WINONA, MINNESOTA

## Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

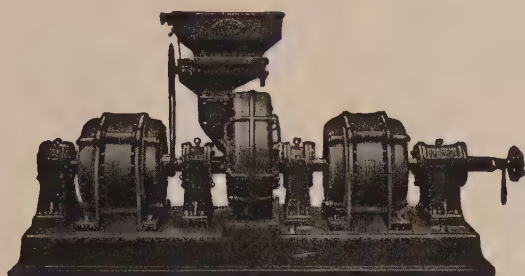
Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 So. La Salle St.

Chicago, Ill.





## Munson <sup>Ball Bearing</sup> Attrition Mills

Equipped with the original Undercut Buhrs—the buhrs of longer life and more uses.

Less cost per ton.

Cooler, finer grinding.

## Munson Mill Machinery Co., Inc.

Established 1825

UTICA, N. Y.

Representatives: F. J. Conrad, Cedar Rapids, Ia.; Strong-Scott Mfg. Co., Minneapolis, Minn.; A. D. Hughes & Co., Wayland, Mich.

## All Attrition Mills

look good on paper—it's the up-keep which really tells the story.

We know that a Munson costs less per ton than other mills, but until we have convinced you, neither of us has profited.

Let us give you first hand evidence by putting you in touch with millers who run Munson Attrition Mills.

Ask for their names when you send in the coupon.

**Munson Mill Machinery Co.**  
UTICA, N. Y.

Gentlemen:

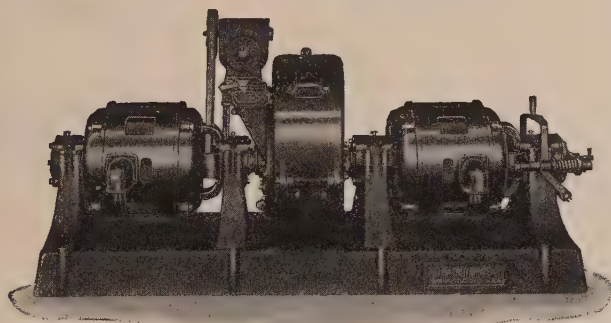
Without obligating us, send Attrition Mill catalog.

Name .....

Address .....  
G D 327

## THE *Bauer* MILL

BALL BEARING



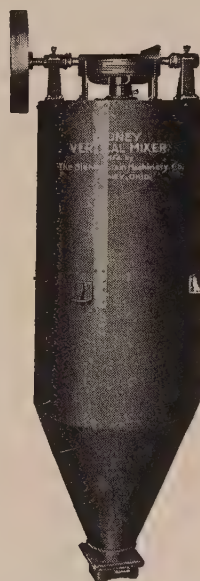
Belt or Motor Driven, Seven Sizes  
Alemite Lubrication

Suspended Motor Construction  
Feeder, Ball Bearing and Noiseless  
Ammeter with All Motor Mills

Automatic Quick Release. Pressure Relief Springs  
with Adjustable Tension

Write for catalog

THE BAUER BROS. CO., SPRINGFIELD, OHIO



## SIDNEY

Vertical Feed Mixers  
Are

GIVING SATISFACTION

Another addition to the already famous Sidney Line—a Sidney Mixer means money to you and money to your customers.

Let Us  
Furnish and Install YOUR  
Complete Feed Outfit

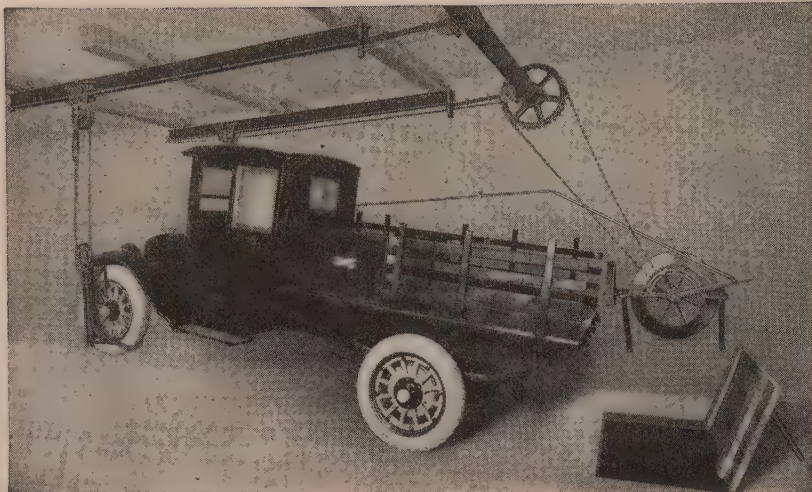
Write for descriptive literature or let our representatives show you.

## The Sidney Grain Machinery Co.

Manufacturers and Jobbers of  
COMPLETE MILL and ELEVATOR EQUIPMENT  
SIDNEY, OHIO

Successors to THE PHILIP SMITH MFG. CO.





## McMillin Wagon and Truck Dump

Conditions in almost all sections are now demanding that the grain men supply themselves with dumping devices for handling trucks and wagons of all kinds, in a way satisfactory to both the operator and the trade.

The above cut represents a dump which fills all requirements. It is ready to go the minute power is applied, or if power isn't available, it can be operated by hand. It will dump any wagon or truck regardless of their length into one single dump door.

In cases where one dump door is used with a valve under same to supply two sinks, it is much preferable to have two separate doors, thus avoiding the danger of mixing of grain and at the same time placing the dump door where it will come nearer filling the sink to its capacity. This type of dump will dump into either door or any number of dump doors.

There are no parts under the floor to interfere with sinks. All parts are overhead and in plain view of the operator.

With this dump the operator stands at the dump door in plain view of the grain as it is discharged from the vehicle **which is the proper place.**

Write for Pamphlet giving full details of the construction, operation and plans for installation from which you can arrive at your requirements and estimate on your installation cost.

**L. J. McMILLIN**

525 Board of Trade Bldg.

Indianapolis, Ind.



**New Method of Applying Motor Power to Elevating Leg**

WHAT IS  
WINTERS

Grain Dump  
Elevator Drive  
Direct Distributor  
Elevating Bucket  
Totally Inclosed Elevator

?

**ASK OUR USERS, OR WRITE,  
PHONE OR WIRE**

**Clow-Winter Manufacturing Co.**

**New Method of Delivering Grain  
from Legs to Bins**

**Minneapolis**

**Minn.**

**There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.**



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

**The Day Company**

*Dust Collecting Engineers*

1023-5 Lyndale Ave., N. Minneapolis, Minn.

# Kewanee

## ALL STEEL TRUCK LIFT

A better truck dumping device—built of steel—hence is everlasting—and the cost installed is no greater than for any other reliable device.

*Kewanee Implement Company*

KEWANEE - - - - - ILLINOIS



## HOTELS OF HOSPITALITY

In Omaha, Neb.—Hotel Fontenelle  
350 Rooms—350 Baths

In Lincoln, Neb.—Hotel Lincoln  
250 Rooms—200 Baths  
\$1.50 to \$3.50

In Sioux City, Ia.—Hotel Martin  
350 Rooms—300 Baths  
\$1.75 to \$3.50

In Cedar Rapids, Ia.—Hotel Montrose  
300 Rooms—250 Baths  
\$1.50 to \$3.50

In Sioux Falls, S. D.—Hotel Carpenter  
175 Rooms—100 Baths  
\$1.50 to \$3.50

*And ten others  
Operated for your comfort by*

**EPPLEY HOTELS CO.**

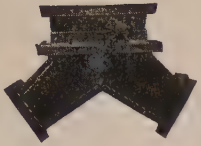
*"Unchanging Rates are Posted in  
Every Eppley Room"*



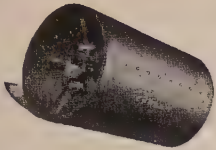
## THESE BIG MILLING COMPANIES

Know Equipment and Have Used

### "EHRSAM"



The fact that Ehrsam Elevating, Conveying and Transmission Equipment has been furnished in Grain Elevators for the following Big and Well Known Companies during the past two years is evidence, we think, that Ehrsam Equipment satisfies the most exacting equipment buyers.

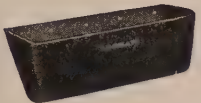


Washburn Crosby, Kansas City, Mo.  
El Reno Mill & Elevator Co., El Reno, Okla.

Eagle Milling Co., Edmund, Okla.

W. J. Lawther, Dallas, Texas.

Acme Milling Co., Oklahoma City, Okla.

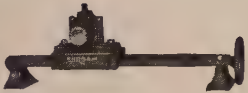


Kimbell Milling Company, Ft. Worth, Texas

Liberty Mills, San Antonio, Texas.

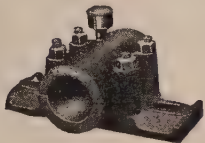
*The above elevators built by*

Jones-Hettelsater Constr. Co.  
Kansas City, Mo.



### "EHRSAM"

## Grain Handling Milling Equipment



Expert Ehrsam Engineers are always glad to counsel and advise in connection with Grain Handling and Milling Equipment problems. Why not write us today?

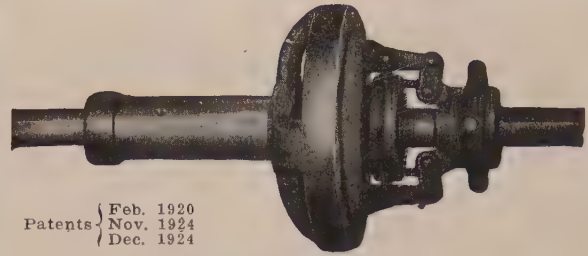
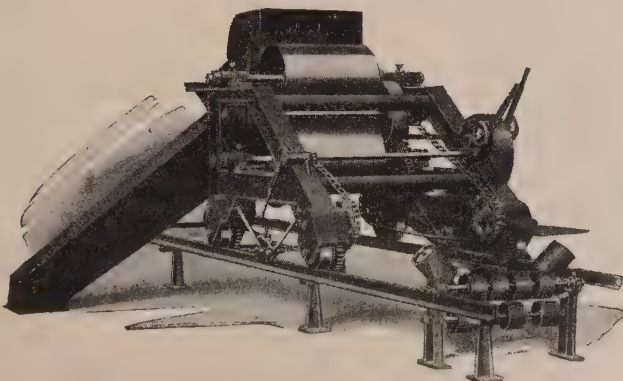


J. B. Ehrsam & Sons Mfg. Co.

ENTERPRISE, KANS.

FREE CATALOG

Manufacturers of Machinery for Flour Mills, Grain Elevators, Cement Plaster Mills, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying Equipment.



Patents { Feb. 1920  
Nov. 1924  
Dec. 1924

## THE BEYL

### Maximum Power—Minimum Cost

The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

Link Belt Supply Co.

Minneapolis - Minnesota

*Manufacturers of Hyatt Equipped Grain Elevator Transmission*

## Humphrey Elevator

The Genuine

### New Money-Making Features

Complete ball bearing equipment in worm, gear, and head shaft, is now included on all genuine Humphrey Employees' Elevators. Motors for all electric drive models are also ball bearing equipped.

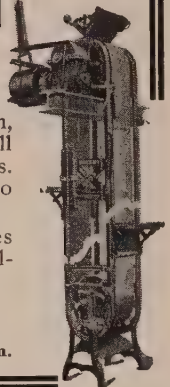
Even on the Humphrey these features mean longer life—better service—and smaller upkeep and operating costs.

Write for interesting new information.

HUMPHREY ELEVATOR CO.

925 Division St.

Faribault, Minn.



## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action

Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin





### THE NEW BADGER CAR MOVER

**30 DAYS'  
FREE  
TRIAL**

Will spot your cars cheaply, easily and without delay.

Its patented features and quality materials make it the most efficient and durable mover being sold.

Try it out for thirty days in your plant.

**THE ADVANCE CAR MOVER CO., APPLETON, WIS.**

## WHY-A-LEAK--STOP IT

### BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

### THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario



## EARLY & DANIEL COMPANY INDIANAPOLIS, IND.

**1,000,000 Bushel Grain Elevator  
of Reinforced Concrete**

*Constructed by*

## R. C. Stone Engineering Co.

*Designers and Builders*

**806 N. Commercial St., St. Louis, Mo.**

### Cover's Dust Protector

Rubber Protector. \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



### CONE-SHAPE GRINDERS

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**



**10,000 SHIPPERS  
Are now using**

### TYDEN CAR SEALS

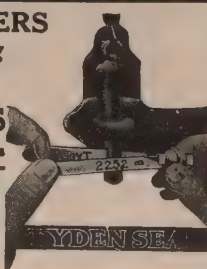
Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**  
Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice President

617 Railway Exchange Bldg., Chicago, Ill.



## The Mayfair

St. Louis  
U.S.A.

Last word in hotel construction and service.

**RIGHT** in the center of business and theatre districts, and convenient to all railroad, street car and bus lines.

Has the quiet refinement of an exclusive club.

Everyone of its 400 rooms has a bath. Circulating ice water, large closets, bed lamps, morning paper under the door, and other unusual features.

Rates from \$3<sup>00</sup>

price posted in each room

Charles  
Heiss

Managing Director



### Folwell-Sinks Form Lifting

## JACKS and STEEL YOKES

for Grain Elevator,  
Silo and Coal Pit  
Construction

Write for literature  
and prices



Patented

Manufactured and Sold by

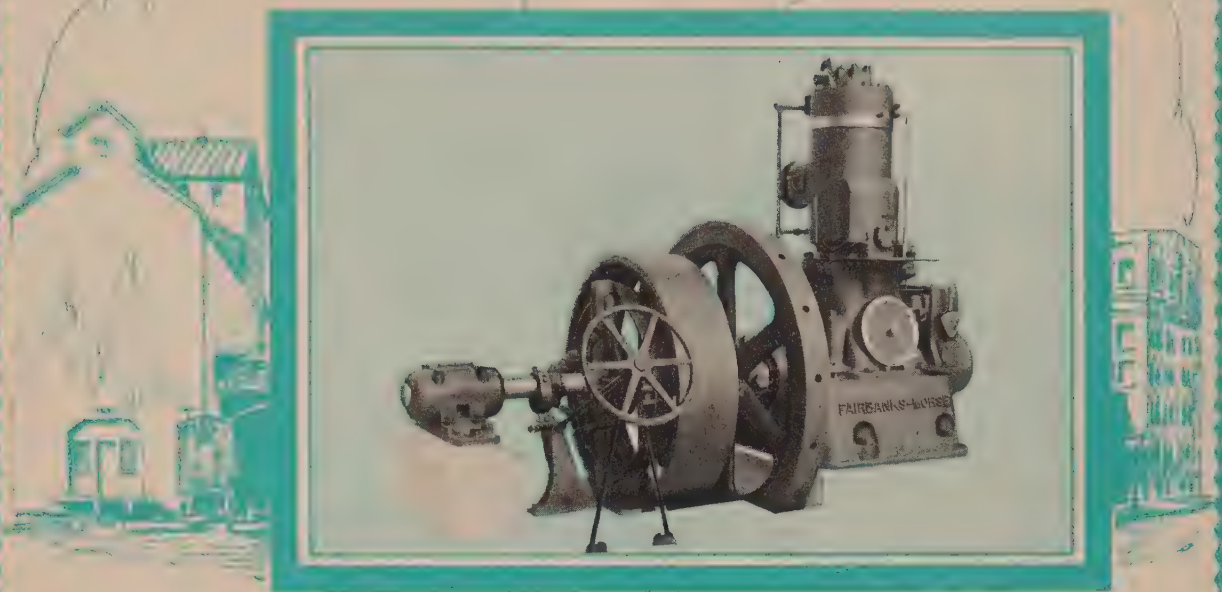
**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

**The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—**

**GRAIN DEALERS JOURNAL**

Lewisburg, Ohio—I went into the elevator business December 31, 1906. Have been a subscriber to your Journal ever since and would not know how to get along without it.—G. W. Pontius.





## Power costs cut \$1407.90 per year in this 75-bbl. mill

Take the case of this 75-bbl.-per-24-hr. mill—the Milbank-Scrampton Milling Co., Moberly, Mo.

Steam operating costs, including fuel and the labor charges for engineer and fireman, amounted to \$1927.60 per year.

The operators read about big savings made by Fairbanks-Morse Diesel engines in mills like theirs. They investigated. They made a comparison with the cost of electric power. They learned by accurate estimate the cost of using Diesel power.

The result: they installed a Fairbanks-Morse Diesel Engine of 50 horsepower. In five months time they saw Diesel savings a reality. They found the Diesel meant a reduction in their power cost of

\$1407.90 a year. They lopped off nearly two-thirds of their power bill and put it into profits!

Where they had paid an hourly cost for power amounting to 78 cents, they now paid 21 cents. A saving of 57 cents every hour of operation!

Can you longer disregard savings like this which the Fairbanks-Morse Diesel is steadily bringing to a larger and larger number of mills? Can you longer disregard Diesel power as the one means that permits the small mill to compete on equal terms with the low power cost of big mills? Can you longer afford excessive power charges? Today, write and ask us for complete facts on Fairbanks-Morse Diesel Engine Power.

You can use Diesel power for practically all requirements. Fairbanks-Morse Diesels range in size from small units up to those for handling large power requirements. Ask for a detailed estimate of F-M Diesel economy with regard to your own plant.

# FAIRBANKS-MORSE

DIESEL ENGINES · PUMPS · MOTORS · SCALES

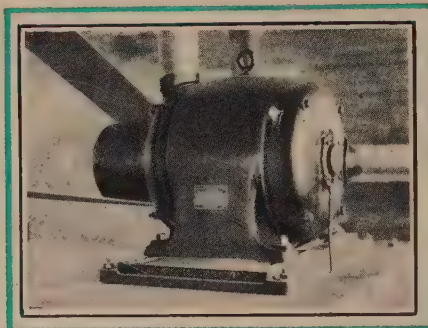
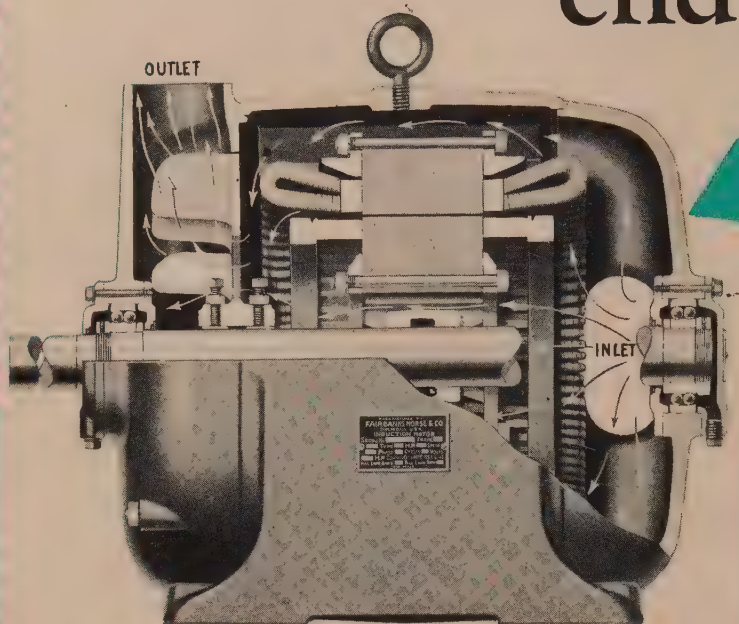




# This cast-iron barrier ends

# FIRE

# hazard



**A**LL electrical elements enclosed. Sealed in a cast iron barrier. Safe from explosive dust. Isolated from every fire hazard in the mill or elevator.

Is that the description of your motors? It is the description of a Fairbanks-Morse Motor which your conditions designed.

This motor is cool-running, because it is ventilated by a thorough system which circulates fresh air from the outside through the motor windings. Liberally rated to handle overloads without overheating. Ball-bearing—the fa-

mous F-M ball-bearing construction—reducing motor maintenance to a simple matter of greasing the bearings only once a year.

How completely this motor solves the elevator and flour mill problem is shown by the fact that it is recommended by the Mutual Fire Prevention Association as a contributing factor in securing lowest insurance rates on mills and elevators.

Ask for descriptive bulletin

**FAIRBANKS, MORSE & CO., Chicago**  
28 branches throughout the United States at your service

# FAIRBANKS-MORSE

*Pioneer Manufacturers of*  
**ball bearing motors**



AEOA22.4



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

### Phone or Drop a Line

To Federal Engineering Co.,  
of Topeka, Kansas, if you  
need a new elevator, old one  
repaired or machinery in-  
stalled.

*"They Build the Best"*

C. T. Stevens

C. E. Roop

C. B. Barutio

**Stevens Engineering & Construction Co., Incorporated**  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

### CRAMER BUILT

is the mark designating the best in Grain  
Elevator Construction at normal prices.  
**W. H. Cramer Construction Co.**  
North Platte, Neb.  
Plans and Specifications Furnished

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### J. E. STEVENS

53 Devonshire St. Boston, Mass.  
Designer and Builder of  
**Modern Grain Elevators**

WE BUILD  
GRAIN AND COAL ELEVATORS  
Warehouses, Feed Mills—all types, Truck Dump Scales  
Remodelling, Repairing  
Personal attention to all installations  
Longest Experience—Best Results  
**J. D. McCLEAN & CO.**  
Peoria, Ill. Moberly, Mo.

### GRAIN and COAL ELEVATORS

## T. E. IBBERSON CO.

CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

### WHITE ★ STAR ★ CO.

WICHITA, KANSAS  
For elevator and mill supplies we  
issue a net price catalog. If in the  
market write us for one.

### L. J. McMILLIN

Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### Southwestern Engineering Company

Designers and Builders of  
**MODERN MILLS,  
ELEVATORS and  
INDUSTRIAL PLANTS**  
SPRINGFIELD, MO.

### DESIGNERS

of Grain Elevators, Flour Mills  
**Feed Mills, Warehouses  
and Industrial Buildings**  
Preliminary Sketches and Estimates  
Valuations and Reports  
**HORNER, WYATT & ROADS**  
Board of Trade Bldg. Kansas City, Mo.

### A. F. ROBERTS ERECTS FURNISHES

Elevators Corn Mills Warehouses Plans Estimates Machinery  
SABETHA, KANSAS

### The Star Engineering Company

Specialists in

**Grain Elevator Construction**

Our elevators stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation.

Estimates and information promptly furnished

**Wichita, Kansas**

### To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL  
of Chicago. It will bring you quick returns.

**O**UR advertisers are helping us to improve Grain Trade  
conditions. SHOW YOUR APPRECIATION, Mention G. D. J.





## 3,000,00 Bushel Grain Elevator for

**A. E. Staley Mfg. Co.**

Decatur, Illinois

DESIGNED AND BUILT BY

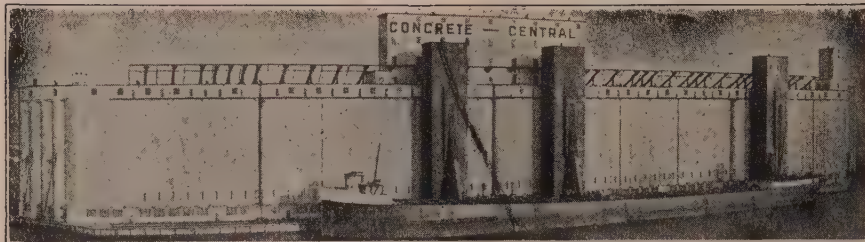
**Folwell-Ahlskog Company**

Engineers and Constructors

323 N. Michigan Ave.

Chicago, Ill.

Operated by  
The Eastern Grain,  
Millard Elevator  
Corporation



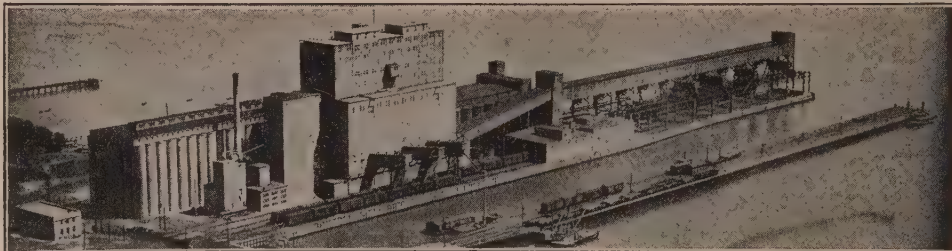
Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

**Monarch Engineering Company**

Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

**Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World**

Designed and Constructed by

**James Stewart and Company, Inc.**

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of

## Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator

Port Arthur

The Jas. Richardson & Sons Elev.

Port Arthur

The Northwestern Elevator

Fort William

The Great Lakes Elevator

Owen Sound

**THE BARNETT-McQUEEN  
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

**The Philadelphia Grain Elevator Company**

Port Richmond

BY

**FEGLES CONSTRUCTION CO., Ltd.**

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



## Santa Fe Elevator "A"

**Kansas City, Kans.**

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago

54 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.



The Baltimore and Ohio R. R. Co.'s  
Baltimore, Md.

**Terminal Grain Elevator**

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling  
Plant in the World*

Constructed by

**THE M. A. LONG CO.**

*Engineers and Constructors  
Grain Elevator Department*

The Long Bldg. - Baltimore, Md.  
Postal Tel. Bldg. - Chicago, Ill.



## Enid Terminal Elevator Company

Enid, Oklahoma

*Present Capacity, 550,000 Bushels*

(Head House equipped to handle 1,250,000 bushels)

Broke ground in January, complete plant placed in operation June 1. Before completion, the SOUTHWEST TERMINAL ELEVATOR COMPANY of Enid awarded us contract for a duplicate of this elevator. The second plant was ready to handle grain September 1. Both are now operating on a profitable basis.

Designed and Built by

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**MICHIGAN ELEVATOR** in Thumb District for sale. Address 58E10, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL MISSOURI**—5,000 bu. elevator for sale; good location; no competition. Write or see F. W. Meyer, McKittrick, Mo.

**THREE IOWA** Elevators for sale or trade, A-1 condition, in best part of corn belt. Write 58D9, Grain Dealers Journal, Chicago, Ill.

**EARL PARK, INDIANA**—The Richland Elevator will be sold at public auction on April 6, 1927. A bargain awaits real buyer. Address Lee Dinwiddie, Assignee, Fowler, Indiana.

**NORTHERN IOWA**—Elevator property for sale in good territory and an old established business. Price very reasonable. Address 56L1, Grain Dealers Journal, Chicago, Ill.

**SOUTH CENTRAL KANSAS**—Two elevators for sale—12,000 bu. house with good feed and coal business and 4,000 bu. house close. Good prospects for crop this year. Address 58D7, Grain Dealers Journal, Chicago, Ill.

**SO. DAK.**—20,000 bu. elevator, flour and feed house; electric power; built new in 1920; doing big business. Reason for selling, owner has too much other business interests. Address 58D8, Grain Dealers Journal, Chicago, Ill.

**OHIO**—Grain Elevator, Feed Mill and Coal Yard for sale, with R. R. switch, on private grounds; located in good wheat and dairy section, close to good markets. Electrically equipped and operating. Do not overlook this opportunity; price reasonable. Address 58B13, Grain Dealers Journal, Chicago, Illinois.

**KANSAS**—Three modern elevators for sale, easy terms, part cash; residences included. Good feed business, includes grounds for stockyards and feeding purposes. No competition; located Republican Valley. Responsible party may handle \$5,000 cash payment—balance paper. Write 58A25, Grain Dealers Journal, Chicago, Ill.

**EASTERN OKLAHOMA** Elevator with hay and feed business for sale. Elevator 12,500 bu. capacity, electrically equipped, now filled up with corn and enjoying nice business in wholesale and retail trade of flour, feed and hay; have 400 tons hay and 4,000 bus. oats on hand. Reason for selling, owner engaged in other business. Address P. O. Box 128, Haskell, Okla.

**IN ILLINOIS CORN BELT**—A 50,000 bu. cribbed elevator for sale. Two dumps, two elevating legs, six hoppers bins, two gravity loading spouts which will load cars to roof without shoveling, 10-hp. type Z Fairbanks-Morse Gas Engine. Large territory to draw from and located on C. B. & Q., 2 miles from hard road. Cash or terms. Good reason for selling. For particulars write P. O. Box 205, Woodhull, Ill.

**EAST CENTRAL ILLINOIS**—Grain elevator for sale, in heart of corn belt, on concrete road. Main elevator cribbed construction, iron clad, capacity with attached crib 100,000 bus.; coal bins, cement house, fine new 2 room stucco office, Fairbanks type registering scale; large 3 room house with barn and 7 acres land across road from elevator. No competition. You will be pleased when you see it. Address 58F27, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**IOWA**—20,000 bu. elevator and coal sheds, priced to sell. Good outfit. Address H. R. Kiefer, Stanley, Iowa.

**KANSAS**—4,000 bu. elevator and residence for sale, in Wheat Belt, good condition. Price \$4,500. Address Walter Ogan, Shaffer, Kansas.

**OHIO** elevator and coal business for sale; extraordinary location; good business. Address 58A13, Grain Dealers Journal, Chicago, Ill.

**TWO ELEVATORS** in East Central Illinois. 55,000 and 40,000 bu. houses. Both in good grain territory. Priced for quick sale. Address 58F15, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA ELEVATORS** for sale, good grain points, houses in first-class condition. Part cash and terms on balance if desired. Address 58F14, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA**—Two grain elevators for sale with good side lines. These are at country points, in good territory. Address 58E3, Grain Dealers Journal, Chicago, Ill.

**NORTH CENTRAL KANSAS**—12,000 bu. iron clad elevator for sale, in good condition; also corn crib 16x120 ft., coal shed and feed house included. On Mo. Pac. RR. Address 58F25, Grain Dealers Journal, Chicago, Illinois.

**NORTHERN INDIANA**—20,000 bu. elevator and coal business for sale, plant in good condition, good territory, electric power, no competition, located on own ground. Address 58F3, Grain Dealers Journal, Chicago, Illinois.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**SOUTHERN MINNESOTA**—25,000 bu. elevator for sale with coal shed and flour house in connection; on C. M. & St. P. and C. R. I. & P. Railroads. Now doing a good business—excellent reasons for selling at sacrifice figure. Address Box 287, Albert Lea, Minn.

**INDIANA ELEVATORS** at Cole, Herbst and Rich for sale, also coal yard and elevator site at Swayzee, Indiana; located on Penn. and Nickel Plate Railroads; good established business. Price right and located so all can be handled from central office. Address United Grain & Supply Co., Swayzee, Ind.

**SMALL TERMINAL ELEVATOR** for sale, concrete warehouse, doing general retail and wholesale grain, feed and flour business, in live western town of 40,000 population. Large industries in dairying and chicken raising in this locality. Might consider part trade in country elevator if located right. Address 58C8, Grain Dealers Journal, Chicago, Ill.

**EAST CENTRAL ILLINOIS** grain levator for sale in heart of corn belt. Second largest grain shipping point between Lafayette and Peoria. Average volume for station over 500,000 bus. Best of competition at station and surrounding points. Elevator cribbed construction, capacity 35,000 bus.; new cribbed construction coal bins, new brick office, good ear corn crib, strictly modern 9 room residence. Reason for selling, wish to retire on account of ill health. Address 58C15, Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR FOR LEASE

**MISSOURI**—15,000 bu. elevator to lease, handles coal, flour and feed. Good location for the right man; no competition but trucks. Write 58D19, Grain Dealers Journal, Chicago, Ill.

## FOR EXCHANGE.

**FOR EXCHANGE**—Transfer elevator in Chicago switching district—clear. Will trade for good clear farm land. Address 58E6, Grain Dealers Journal, Chicago, Illinois.

**20 ACRES** Rio Grande Valley Texas land, all in cultivation, clear, worth \$10,000, will trade for good located elevator in Ill., clear. Write 58F29, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**WOULD CONSIDER LEASING** an elevator in Southern Kansas, North Central Oklahoma or the Panhandle of Texas. Address 58E5, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Ill. or Iowa elevator for cash. Give capacity, construction, condition, when built, annual business, buying margins, price. Write 58E16, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATORS AND MILLS FOR SALE.

**FOR SALE** in wheat and corn belt, on Santa Fe R. R., large grain elevator, also a 50 barrel flour mill; natural gas power. Easy terms. Address Geuda Grain Co., Geuda Springs, Kansas.

## BUSINESS OPPORTUNITY WANTED

**WANTED** to purchase a sweet feed manufacturing plant, preferably located in the East. Write 58F23, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**NEW YORK** feed, grain and farming supply business for sale; including a never failing water power of 50 hp.; buildings in excellent repair, equipped with up-to-date machinery for handling, grinding and mixing feeds. Doing a volume of \$150,000 yearly. Located in center of electric lighted village on state road, in rich dairy and alfalfa section about the center of New York State. For a good paying business write Wm. J. Hollenbeck, Munnsville, N. Y.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

## CONNECTION WANTED.

**NEW YORK** Importer and Exporter, who has been N. Y. buying and selling agent for large German grain and feed organization, wants to become active for inland organization, import and/or export. Address 58E9, Grain Dealers Journal, Chicago, Illinois.



## PARTNER WANTED

**WANTED**—Experienced man with \$5,000 to join in building elevator; good modern town; electricity for power; fine grain point. Address 58C14, Grain Dealers Journal, Chicago, Ill.

**WANTED**—A party capable of taking an active interest in a grain and seed firm doing business in U. S. A. and Canada. Investment of \$5,000 to \$10,000 required. Would be expected to take management of U. S. A. interests. Address 58C17, Grain Dealers Journal, Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## HELP WANTED.

**WANTED**—Man with thorough knowledge and experience in manufacturing sweet feeds. Must know every phase of this business. Prefer man located in East. Address 58F18, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Experienced elevator manager for small country station, N. Illinois, handling lumber, hardware and side lines. Immediate work. References required. Holcomb-Dutton Lumber Co., Sycamore, Illinois.

## SUPERINTENDENT WANTED.

A well established, reliable concern located in one of the best cities in the south has an opening for a good man with considerable experience in the manufacture of stock feeds, namely horse and mule, dairy, hog, poultry feeds and poultry mashes. As the man we want may now be employed, all applications will be strictly confidential. This is an unusual opportunity, and if you feel that you are qualified to hold such a position in a long established company, enjoying a splendid reputation, write fully giving all personal details including age and present position and your qualifications for answering our requirements. A-1 references required. Address 58F26, Grain Dealers Journal, Chicago, Ill.

## You'll Appreciate

- the Attractive Rates
- the Dining Facilities
- the Handy Location



### 500 Rooms

Room without Bath . \$2.00 and up  
Room with Bath . . \$2.50 and up  
Double Room and  
Bath . . . . . \$4.00 and up  
Room with two single  
beds and Bath . . . \$5.00 and up  
RESTAURANT—COFFEE SHOP  
Service at all times 6 a. m. until  
midnight.

POPULAR PRICES

**Hotel Baltimore**

12th Street and Baltimore Ave.  
KANSAS CITY, MO.

## SITUATION WANTED

**POSITION** wanted as manager of grain elevator; 20 yrs. exp.; familiar with all sidelines; best of references. J. M. Cobb, Tipton, Okla.

**POSITION WANTED** as manager of Farmers Elevator by June 1st; eleven years in present position. Address 58F1, Grain Dealers Journal, Chicago, Illinois.

**A FORMER** Gen. Mgr. of exporting firm will consider connection either salary or joint account. Well acquainted trade Southwest. Address 58F13, Grain Dealers Journal, Chicago, Ill.

**WANTED** position as manager of a good grain business; 15 years' experience; would buy a small interest; good references furnished. Address 58E14, Grain Dealers Journal, Chicago, Ill.

**YOUNG LADY**, age 26, desires clerical position in grain office; 6 yrs. experience as book-keeper and typist in country grain elevator. Good health, can furnish reference as to character and ability, not afraid to work. Address 58F4, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted by man, age 42, with 14 yrs. experience in grain inspection and weighing work and thorough knowledge of terminal elevator operation; 6 yrs. exp. in executive position; best of references furnished. Write 58E12, Grain Dealers Journal, Chicago, Ill.

**RESULT PRODUCING MANAGER** with 16 yrs. successful record desires position with Farmers Elevator Co. or line house. Good grain man, exp. all side lines, good accountant, render monthly balance sheets and profit and loss statements. Ill. or Ind. preferred. Address 58E15, Grain Dealers Journal, Chicago, Ill.

## ADDRESS WANTED.

**ADDRESS** of W. H. Rhodes, author of Rhodes' Calculating System wanted. Address 57V17, Grain Dealers Journal, Chicago, Ill.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## FLOUR FOR SALE.

**MIXED CARS OF FLOUR AND MILL FEEDS** in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. ANSTED & BURKE CO., Springfield, Ohio.

## SCALES FOR SALE.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES WANTED.

**WANTED**—Good second-hand truck scale or 600 bu. hopper scale, in first-class condition. Kitchel Grain Co., Kitchel, Indiana.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

## MOTORS.

**FOR SALE**—Guaranteed, practically new, a perfect 50 HP. Westinghouse Squirrel Cage Motor and Automatic Starter, Base and Pulley; 2200 volt, 3 phase, 60 cycle, 1800 rpm. \$450.00 here. Papillion Mills, Papillion, Nebr.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## ENGINES FOR SALE

**ST. MARYS** Diesel Engine for sale, 37½ HP., good repair, nearly new. Barton & Lemmon Bros., Pleasant Hill, Illinois.

**FOR SALE**—25 hp. International coal oil engine, in good condition, reasonable. Address 58F31, Grain Dealers Journal, Chicago, Ill.

## ENGINE FOR SALE OR TRADE.

**WANTED** to sell or trade a 25 hp. 2 cyl. IHC Gasoline Engine in A-1 condition for a 25 hp. single phase AC motor. Address Hieronymus Brothers, Winchester, Illinois.

## MACHINES WANTED.

**WANTED TO BUY** Clipper Grain Cleaner with traveling brushes, No. 39 or larger. United Popcorn Co., Arthur, Iowa.

## INFORMATION BURO.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm .....

Capacity of Elevator .....

Post Office .....

State .....



## MACHINES FOR SALE

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**FOR SALE VERY CHEAP**—One 30" attrition mill, one Monitor Wheat Cleaner, one flour bleacher, several swinging sifters, smutters, purifiers, 6 stands of rolls, elevators, buckets, etc. Xenia Iron & Metal Co., Xenia, Ohio.

**REASONABLE**—One six-bushel Fairbanks Automatic Scale; one Rich Ring Grader, four cylinders; one power shovel; two scalping machines; one eight-foot flexible loading spout. Frnak B. Hoag Grain Co., Waukesha, Wis.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

**FOR SALE**—One 25 hp. type Y Fairbanks-Morse Oil Engine, in fair condition. Also one 15 hp. Fairbanks-Morse Motor, 3 phase, 220 volt, 60 cycle, with Westinghouse Compensator; good condition. Poneto Grain Co., Poneto, Ind.

## FOR QUICK SALE

Two 36 inch Bauer Bros. ball bearing, double head, motor driven attrition mills, practically new.

One 24 inch attrition mill, same as above.  
Standard Mill Supply Co.,  
501 Waldheim Bldg., Kansas City, Mo.

**THREE BLOWERS** for dust conveyors, one 50" National Blower Works make of Milwaukee, Wis., one 60" and one 72" Sturtevant made by the B. F. Sturtevant Co., Boston, Mass.; A-1 condition; will sell reasonably; write for prices. **THREE THOUSAND** feet 30" four ply rubber belting for \$1.00 per foot, Kansas City.

**SIX FAIRBANKS** Hopper Scales, 1,600 bu., with type registering beam for sale, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kas. We will guarantee same to be complete and in good working order. Will sell one or all. J. Goldberg & Sons Struc. Steel Co., Box 6406, Sheffield, Kansas City, Mo.

## MACHINERY FOR SALE.

- 2 Allis-Chalmers 50 hp. Motors.
- 1 Williams Pulverizer.
- 1 Barnard & Leas Roller Mill.
- 1 Eureka Cracked Corn Separator.
- 1 Monitor No. 5 Dustless Corn Separator.
- Steel Conveyor 10"x41'.
- Steel Conveyor 12"x12'.
- 2 Bucket Elevators.
- Cyclone Dust Collector.
- 1 5-bu. Richardson Automatic Scale.
- 1 Alcohol Gas Stove.
- No. 5 Invincible Oat Clipper.
- 2-lb. Torsion Balance Scale.
- 1 Time Recording Clock.
- 1 Swing Saw.
- 1 Remington Posting Machine.
- 1 Elliott Addressograph.
- 1 Multigraph, complete.
- 1 Tag Addressing Machine.

DIAMOND MILLS, Evansville, Ind.

## MACHINERY FOR SALE.

1,000-lb. Vertical ball-bearing Batch Mixer; 1 Wolf Double Wheat Washer; Cyclone and Perfection Dust Collectors; Spiral Steel Conveyor; Centrifugal Reels; Grading Reels; Union Iron Works Corn Sheller No. 32 with No. 33 Cleaner; Hutcheson Corn Sheller (new). Feed Rolls 7x18, 9x18 and 9x24; 3 pr. high Allis Mills; 1 Robinson 2 pr. high ball-bearing 9x24 with LaPage Cut; Water Wheels, 26, 35 and 45" Sampsons; 48" Standard LaFell; 30" Little Giant; 15 and 50-bbl. Midget Marvel Mills; 15 hp. Fairbanks-Morse Oil Engine, nearly new; 1 new D. E. Hammer Mill; a few large elevators. 10 hp., 60 cycle motor (new); 30 hp. motor; 10 hp. single phase motor; one 55 K. W. Generator; 45 D. C. K. W. Generator. Attrition Mills: 20, 22 and 24" Monarch Motor Driven; 18" and 20" ball-bearing Dreadnaughts; 1 Bauer Bros. 24" single head motor driven; 18" Halsted; 20" Robinson; one No. 3 Jay Bee Hammer Mill; Pulleys (a few large); Rolls ground and corrugated. Everything for the elevator. Write your wants. A. D. HUGHES COMPANY, Wayland, Mich.

## MACHINES FOR SALE.

**MARSEILLES** Corn Sheller for sale, capacity 400 to 800 bus. an hour, in excellent running condition, together with machine for cob cleaning. Now at Savanna, Illinois. Address Wisconsin Grain Elevators Co., Milwaukee, Wis.

**FOR SALE**—85 Hp. Muncie Oil Engine, fine condition, with 6,000 gallon fuel oil tank. Also Fairbanks 100 ton Track Scale with registering beam, complete with structural steel. Dwight L. Downing, Bellefontaine, Ohio.

**FOR SALE**—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. I double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One Bernert Grain Blower, 500 bu. capacity, with wagon hopper and 30 ft. spouting. Good as new, used to load two cars. Also one Motor for Moline Tractor, new. Will sell these at a bargain as we are closing out our machinery line. Farmers Co-operative Grain & Lumber Co., Gowrie, Iowa.

**FOR SALE**—Plansifter No. 3, 10 screen; Barnard & Leas round and centrifugal reels; S. Howes Eureka Double Wheat Scourer No. 40; flour dresser; middling purifiers; pneumatic dust collector; McClellan Wheat Scourer; Monitor Dustless Receiving Separator; Brownell 60 HP. Steam Engine; Generator 4 KW, 110 volt, 32 amp.; 2 flour packers; shafting, pulleys, hangers, etc. Here are some real bargains at your own price. The North Baltimore Grain Co., North Baltimore, Ohio.

## USED AND NEW MACHINERY.

We handle only good, reliable, used and new machinery for the Elevator, Feed Mill and Flour Mill. We have at all times at attractive prices all sizes hammer feed mills, attrition mills, Bowsher and Kelley Duplex Mills, etc. We have six used batch mixers and a full line of new mixers. Get information on the New Duplex Combined Cracker & Grader. Several 50 Hp. Type Y engines. Used Midget Marvel Mills and Cereal Mills our specialty. 1-50 bu., 1-100 bu. Monitor and 1-200 bu. Eureka DeLux, C. C. Graders. Write us for prices or come and see us.

H. C. DAVIS, MILL MACHINERY,  
Bonner Springs, Kansas.

## MACHINERY FOR SALE.

- 5 Wolf double breaks with rolls 9x18.
  - 1 Centrifugal Reel.
  - 2 Brant Scroll Mills.
  - 1 Wolf Purifier.
  - 1 Bleacher (Alsop).
  - 1 Invincible Rolling Screen.
  - 1 Perfection Dust Collector.
  - 1 Barnard & Leas Flour Dresser.
  - 1 Richmond Bran Duster.
  - 1 Richmond Short Duster.
  - 2 Wolf Flour Packers.
  - 1 Monitor Bran Packer.
  - 1 ½-bu. Richardson Automatic Scale.
  - 1 Steamer.
  - 1 Barnard & Leas 100-bbl. Sifter (which is practically new).
  - 20 Stands of Elevators, complete.
- All in good running condition.  
Hagerstown Grain Co., Hagerstown, Indiana.

## MACHINES FOR SALE

## ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—New 16 hp. Stover Diesel Engine, also a 12 hp.; 2 Clipper cleaners, almost new; 2 5-ton Fairbanks automatic dial scales, never used; 1 elevator leg with 15 hp. motor gear driven head, almost new, including motor; 1 Sprout-Waldron Cob Crusher No. 1059, almost new. Address 58F30, Grain Dealers Journal, Chicago, Ill.

**THE TRUCUT CEREAL MILL** makes steel cut products from corn, wheat, kafir, etc. Interchangeable knives and screens to suit the different classes of work.

Our Disc Mill will make poultry feeds, whole wheat flour, meal or grind feed. An all-purpose machine for the elevator. Write for information. Caledonia Machine Works, Caledonia, Ohio.

## REAL BARGAINS.

**Prompt Attention.** **Quick Shipments.** When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,  
9 S. Clinton St., Chicago, Ill.

## MACHINERY FOR SALE OR TRADE.

**ONE NEARLY NEW** No. 166 Eureka Grain Cleaner at sacrifice price or would trade for smaller seed cleaner. What have you to trade? Assaria Hdwe. & Field Seed Co., Assaria, Kans.

## SEEDS FOR SALE.

**CERTIFIED CLARAGE** Seed Corn for sale. Holds the world's record for yield. Write for catalog. F. E. EICHELBERGER, R. R. 4, Washington C H., Ohio.



**If You Need HAY**  
write us for delivered price

## Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1¾ lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 2¾ lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.



## SEEDS FOR SALE—WANTED

### Directory

#### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.

Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

#### LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky

Buyers and Sellers of All

Varieties of Field Seeds

Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

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**CLOVERS—TIMOTHY  
ALFALFA**

Get our samples and prices before buying

#### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas

First and Victor Streets

St. Louis, Missouri

## SEEDS

Alfalfa, Sweet Clover

Domestic Red Clover

Timothy, Seed Grains

And All Other Seeds

Carloads or less Write for samples

**NORTHROP, KING & CO.**

Minneapolis, Minn.

### Sweet Clover Seed

We are the largest handlers of  
Sweet Clover in North Dakota  
Send us your inquiries of either carloads  
or bag lots.



**FARGO SEED HOUSE**  
FARGO NORTH DAKOTA



WE SPECIALIZE IN

**ALFALFA BLUE GRASS**

**SUDAN MILLET and CANE**

WRITE FOR SAMPLES AND PRICES

**RUDY-PATRICK SEED CO.**

Kansas City, Mo.

### CORNELI

Seed Company

Saint Louis, Missouri

FIELD—GRASS—GARDEN SEEDS

Weekly Price List on Request

#### L. TEWELES SEED CO.

Distributors of

**BADGER BRAND SEED**

Milwaukee, Wisc.

#### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers

ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

### BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

**The J. M. McCullough's Sons Co**  
CINCINNATI OHIO

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FIELD AND GRASS SEEDS

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CLOVER AND TIMOTHY SEED—GRAIN

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Seed Company

Weekly Price List on Request.

Milwaukee, Wis.

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to keep your business messages  
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In selecting a code, you  
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large you can't find what you  
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## Universal Grain Code

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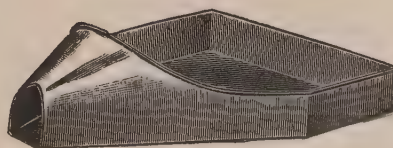
The price is only \$3.00.

Code words for the new U. S.  
wheat, corn and oats grades are  
included.

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

## SAMPLE PANS



Made of sheet aluminum, formed  
by bending, reinforced around top  
edge with copper wire. Strong, light  
and durable. The dull, non-reflecting  
surface of the metal, which will not  
rust or tarnish, assists the user to judge  
of the color and detect impurities.

Grain Size, 2½x12x16½", \$2.00.

Seed Size, 1½x9x11", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. La Salle St., Chicago, Ill.



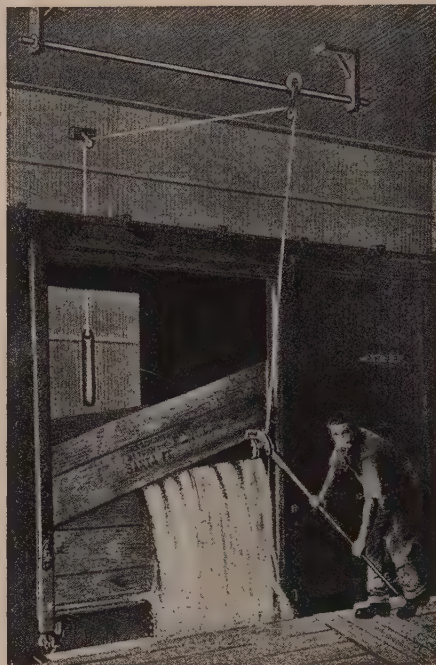


# Grain Handling Equipment

## *White's Grain Car Door Opener*



*Opener Set Ready to Lift Section of Boards*



*Opener with One Section of Boards Raised*

## Stop Busting Grain Doors *Save Your Energy*

With the WHITE GRAIN DOOR OPENER doors are saved and can be used again—it does not splinter the boards. There are no chips or splinters in the grain. Saves time, labor, lumber. Operated by one man—will last a lifetime. Does not interfere when loading as it can be swung out of way and hooked to wall. Simple, effective, easy to install; no complicated parts to get out of order; doors completely removed in from two to five minutes.

The White Car Door Opener is set, always ready for use, and after a little practice the operator will be able to remove a door by the time he would have other styles of openers placed in position ready for operation. Write for detailed information on this time and money-saver.

### WELLER MADE SPIRAL CONVEYOR



Cold Rolled Steel  
Wear Long

Sectional Flights  
Easy to Replace

### Large or Small Elevators

contemplating new installations or replacing old equipment will find it to their advantage to investigate thoroughly the design and quality of the machinery we make.

*Write Us Before Placing  
Your Order*

# WELLER MFG. CO.

8 20-1856 N. Kostner Ave. Chicago, Ill.



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, MARCH 25, 1927

FORCING ONE'S way into membership in a cash grain exchange thru Congressional action will surely not help to warm one's welcome and it may result in expulsion on account of technicalities.

GRAIN DEALERS of the corn belt will be glad to join in the campaign now being planned for the extermination of the European corn borer. The state governments and also the federal governments have appropriated liberal sums for conducting the work so it will no doubt be pushed vigorously the next few months.

SMUTTY WHEAT has cost the Spring wheat growers so many millions of dollars during the past three seasons that a dead-in-earnest campaign is now being conducted to secure the treatment of all seed wheat with a liberal dose of copper-carbonate. Many elevator operators are installing machines or barrels for treating the seed and charging their farmer patrons only for the chemicals used.

IT HAS BEEN erroneously reported in the press that it is unlawful to form a pool to trade in wheat futures. On the contrary it is lawful for a bull pool to operate by contributing their capital toward the execution of orders for one account jointly. The illegality referred to in the cotton pool case of several years ago grew out of the fact that the members of the pool were trading individually on their own accounts, and had agreed not to sell. For example, it is unlawful for two dealers at a country station to agree on prices to be paid; but the dealers could lease both their houses to another who could lawfully make the price.

COVERING AN ELEVATOR with iron, bonding roof with the siding and grounding the siding at the corners not only protects the house from locomotive sparks and exposure hazards but also gives it sufficient protection from lightning to earn a credit on the fire insurance rate, a liberal contribution to the cost of the iron covering.

DRIERS AT CANADIAN terminals are still working night and day trying to save the wheat of last year's crop which was caught in the perpetual downpour following harvest. So many shipments have heated in transit the wonder is that every elevator operator does not put in at least a small drier to place the dampness of his grain in safe shipping condition before loading it into cars.

ONE MILWAUKEE shipper of mill oats has paid dearly for failure to accept a buyer's description of the article sold, when the language of his description in fact did exactly define the commodity both parties had in mind. The buyer insisted on an exact description or a sample because prior shipments from other sellers had been disappointing and the seller perhaps feared that an exact description would give opportunity for technical rejection. Such mutual distrust is unfortunate. It must be admitted, however, that it is the buyer's privilege to insist upon such a written description of the article bought as will leave no room for doubt what he will get.

NO DOUBT grain of the 1926 crop was the most difficult to grade the terminal market inspectors have been called upon to classify for many years, so it is but natural that more appeals have been made during the last six months of 1926 than ever before in the same months. Many elevator operators were so discouraged by the poor quality of the grain they had to market that many of them made no effort whatever to classify the different qualities or to keep their good grain by itself. Many of them of course did not have good quality grain to handle, but if the shippers had exercised greater vigilance in classifying the grain they did receive, the grading would have been more satisfactory and the number of appeals both made and sustained would have been fewer.

LIGHTNING RODS have proved such a good investment for the grain elevator operators of the Northwest that many elevator operators of Nebraska, South Dakota, Kansas and Iowa are now equipping their elevators with this protection. During the last three years a large percentage of the grain elevators of the Spring wheat states have been provided with lightning protection and at the present writing we have not heard of one elevator properly protected being struck by lightning. The experience of users is surely a splendid testimonial to the efficiency of standard lightning protection, then too, the Mutual Fire Insurance Companies are so anxious to have property they are insuring well protected against lightning that they grant a liberal credit for the installation of lightning rods or the grounding of iron siding that has been properly bonded with the iron roof. In fact this credit is so liberal that the elevator man gets the cost of his installation back in about three years thru reduced insurance costs.

KANSAS ELEVATOR operators so thoroughly enjoy becoming enmeshed in the red tape connected with the securing of a license to do a public warehouse business that few of them will bother with it, so grain growers who desire to store their grain find it necessary to store it on the farm, which is generally recognized as the best place for the farmer to store his grain. Being fined \$500 every time you accommodate a customer with storage is not to the liking of Kansas elevator operators ambitions to succeed.

SINGLE PHASE motors are particularly dangerous around gasoline filling stations because of the sparks they throw out when started. The Farmers Co-op. Elevator at Boyden, Ia., suffered a serious loss because the air compressor was operated by a single phase motor working automatically so that when the pressure fell below fifteen pounds the motor was started and raised the pressure. The station being well filled with gasoline fumes at the time when the motor was started was badly damaged by the fire which followed.

PROGRESSIVE GRAIN dealers as a rule are always glad to support the organizations of their business, but the grain trade, like every other line of business, has some dealers who are so nearsighted they do not realize that their refusal or neglect to contribute to the support of the grain trade organizations are handicapping those very organizations in their work and to that extent are reducing the possible benefits which would surely accrue to all members of the trade if every dealer contributed his share to the support of the Assns.

MAILING A written confirmation to the other party to a telephone contract does not bind the contract on the recipient of that confirmation until he has signed it and sent a copy to the other party. Entirely too much misinformation has been circulated among the members of the grain trade as to the binding power of confirmations of verbal contracts sent to the other party. The conditions of a written confirmation can bind only those parties to the contract who sign it. When a man signs a confirmation it is accepted as evidence of his understanding of the terms of the contract and therefore is binding upon him, but not upon a man simply because he receives it from the postoffice.

GRAIN RECEIVERS paying drafts would be protected against the insolvency of banks under a bill introduced Mar. 15 in the Iowa House, No. 427, by Lovrien, providing "That funds paid to a bank for the purchase of a draft in the usual course of business, and not in contemplation of the insolvency of the bank, shall create a trust relationship as to the funds paid for the same, and such trust shall be impressed upon the funds so paid, for a period of time reasonably necessary for the transportation and presentation of a draft for payment in its usual course." The bill is intended to remedy a situation that has caused unwarranted loss to millers who never received the proceeds of their drafts after the buyers of the flour had paid, due to the failure of an intermediate bank. If such a reservation of funds is constitutional other states might well copy the Iowa law, in the interest of innocent parties.



ANOTHER ILLINOIS elevator has had a narrow escape from burning as the result of heated oats. This time the fire was started in a large bin of oats in the elevator of the Ocoya Farmers Grain Co., Ocoya, Ill. Disturbing the mass of hot oats in the hope of making it possible for them to run into boot resulted in the admission of air and accelerated combustion. A vigilant fire department with a bountiful supply of water at hand saved the house. If the operator had used a liberal application of carbon tetrachloride the fire would have been smothered and the loss would have been materially reduced. Any other elevator operators having fire started in their stored oats will help to bring about relief from such fires by reporting full particulars to the Journal.

DISCOURTESY either to a competitor or to a customer may bring about much ill-feeling and expensive over-bidding in a grain market and all without profit to any one. Dealers who are ever keen and alert for an opportunity to do a kind favor for a competitor or a customer or even a prospective customer profits much from the absence of discord and cutthroat competition. Your neighbor dealer whom you call John and exchange confidences with will hesitate a long while before he will over-bid the market in order to take one of your old customers away from you. He simply thinks too much of you to hurt your feelings, therefore we believe that the cultivation of cordial relations among competitors is one of the most efficient protections from cutthroat competition to be found.

INSPECTION FEES collected by a state for grading should be used solely in defraying the expenses of the services rendered. The state of Kansas until recently has been taking 10% of the moneys collected for the grading of grain and turning it into the general revenue fund of the state. In other words the grain shippers to the terminal markets of that state contributed \$81,187.00 to the general revenue fund of the state the last two years. Under the new law this forced contribution to the state's revenue will be reduced 50% and the prospect is that the fee charged for inspecting each car load will be reduced to 60 cents. Doubtless grain shippers as a rule would not object to paying the cost of inspecting grain to the state, but would look with disfavor on any attempt on the part of the state to charge a fee in excess of the cost.

GRAIN DEALERS cannot hope to become schooled in the law; but, by being thoroly familiar with the methods and practices in vogue in the grain trade, they should be able to profit largely from the experiences of their brother grain dealers who go to court for the adjudication of their trade differences. We publish so many new decisions in every number of the Journal, each involving some grain trade contract that dealers who read closely should soon have a clearer understanding of their own rights as well as a fairer consideration of the rights of others. Litigation is always most expensive and so exasperating that few dealers with experience care to seek the adjustment of their differences thru the courts. Those who profit by the experiences of other litigants should be able to avoid many controversies and thereby reduce their expenses and their losses.

ENCOURAGING REPORTS are reaching us from travelers who have recently called on operators of Illinois elevators. The sufferers have actually recovered sufficient confidence in their ability to run their own business regardless of the practices of others so that they are now posting large placards at different points about their elevators and grain offices announcing most emphatically "NO STORAGE." When all country elevator operators establish the same rule they will have discontinued the most potent promoter of cutthroat competition.

A SPLENDID feature of a blanket receipt for grain taken in an elevator is to be found on the duplicating sheet used by the Martinton Grain Co. It gives all the essential facts of the contract and the purchase of the grain as well as the names of the drivers, gross, tare, net, bushels, price and amount of each load. It also shows whether grain is for the account of the tenant or landlord. The advantage of getting this fact in the records helps the buyer to avoid settling in full for tenant's grain until he has communicated with the landlord and in this way the buyer will often avoid being called upon to pay for the grain a second time.

### The Care of Elevator Scales

Elevator operators owe it to themselves and to their customers to keep their scales in accurate working condition at all seasons of the year. Doubtless it is more difficult to keep wagon scales in accurate working condition than scales located in the elevator under cover and not subject to the whims of JACK FROST, YELLOW RUST and accumulated DIRT which are the perpetual enemies of wagon scales as usually installed. So many wagon scale pits catch the drainage from roofs and graded driveways the wonder is that they give satisfactory services as long as they do.

Cleaning bearings and all parts of every scale is necessary if the user expects to receive satisfactory services from the scales. The elevator operator even tho he is not a scale expert can contribute largely to the accurate weighing of his scales by care which common sense alone should dictate that he give his weighing facilities, but when it comes to resealing scales and repairing them the scale expert with facilities for doing this work should be employed.

Every cautious dealer who pays out money for grain which his scales weigh, checks up a load now and then with some of his neighbors and when neither of them has any confidence left in their scales they wire for an expert. A number of state grain dealers ass'ns are now arranging with scale experts to care for the scales of members before the new crop moves and by routing the repair man in advance the traveling of each expert is minimized, his time is fully utilized and the expense materially reduced.

No grain buyer can afford to give his farmer customers any opportunity to denounce him for short weights, neither can he afford to pay for grain which he does not receive. The cheaper and better way is to have the scales put in prime working condition each spring in order that he may know they are giving dependable weights.

### 72 Reasons Why Dealers Must Have a Wide Margin.

Operating expenses of country elevators have increased so much during the past ten years that it is absolutely necessary for owners to buy grain on a wider margin if they contemplate continuing in the grain business.

Sec'y Smiley in his annual report, which is published elsewhere in this number, says that during 1926 seventy-two Kansas elevators changed ownership because they have not paid operating expenses since 1921. Every expense from taxes to labor, inspection, transportation and equipment has been materially increased during the present decade, yet few country dealers have insisted on an increase in their margin of profit and until they do levy an increased charge for the services they render they will dissipate their working capital and soon be forced to engage in some other line of business.

The warning sounded by the Kansas Sec'y is timely and we sincerely hope that grain dealers everywhere will give serious consideration to the new conditions under which they are doing business and increase their margins to meet the new expenses.

### Changing Business Names.

No grain merchant of experience will seriously consider changing the name of his firm or corporation without much misgiving and hesitation, and it may well be so for every firm, partnership or corporation which has conducted an honorable business for a year has gained considerable prestige and invariably has won a number of customers who will come back again and again. So we find thoughtful new grain merchants continuing to use names established in the business many years ago.

Good will is a real asset in any business and no merchant with foresight will do anything that he suspects may sacrifice the good will of his business. Recently a number of managers of co-operative elevators have taken over the plants of their companies and in a number of cases have continued the business under the name "Farmers Elevator, Jno. Smith, Mgr." This perpetuation of the old name no doubt helps to hold at least a portion of the business of the former owner and identifies the manager more closely with the business than ever.

One great trouble with many unsuccessful men thru all the ages has been that they were too quick to change names and positions with the result that they often gave up a growing business even before they had become familiar with the way to their own desks. The trading public has a natural prejudice in favor of the stable institutions which have survived the vacillations of the grain markets thru the years. Every customer hesitates to deal with a new firm until he has learned something regarding its methods and practices of doing business. Therefore, the old established firm, everything else being equal, invariably has the advantage of some prestige, some good will which the new concern must attain thru long years of fair dealing, so it is well to consider carefully the value of the old name before discarding or changing it.



## Farm Relief Champions Now Want Revolving Fund of \$1,500,000,000.

It is very evident that Senator Brookhart and the other promoters of the McNary-Haugen style of farm relief either did not read the President's veto or else they do not understand it. It has been pointed out time and again that if our Government did buy the surplus products of American farms and exported them at a loss our farmers would soon feel the competition of their own cheap grain exported by a marked reduction in the foreign demand for American meats. In fact the feeders of Europe would soon be offering us meat, butter and eggs at lower prices than American farmers are getting.

American farmers would soon feel the increased competition of the increased production by United States farmers. Any artificial stimulus or premium given to the United States farmers for the production of an increased quantity of grain would react to their own disadvantage, because prices are governed by the world's supply and demand, not solely by that existing in the United States.

The champions of the Equalization Fee seem to learn nothing by discussion, and judging from their recent investment in bank stocks their ardent belief in farm relief thru legislation of the McNary-Haugen type is prompted solely by a selfish desire to gain control of the revolving fund—\$250,000,000. That would make a handsome nest egg for almost any little bank. The Iowa Senator is so disappointed in the failure of this wild scheme that he now proposes an appropriation of one and one-half billion dollars for farm relief. These impractical agitators seem to get wilder and wilder.

## Producers Should Keep Low Quality Grain at Home.

Numerous suggestions to improve the condition of the farmer have been made during the past few years, says L. L. Winters, chairman of the Business Conduct Committee of the Chicago Board of Trade.

"But Secretary Jardine must now be given credit for making the most constructive suggestion to that end heard so far," Mr. Winters pointed to the Secretary's talk before the Universal Cotton Standard Conference in which Mr. Jardine said:

"Until the farmers can standardize farm products so that waste can be eliminated, the agricultural situation must continue acute. Some of the most vital problems in American agriculture relate to the merchandising of our crops, and we cannot merchandise effectively without standards. The universal use of standards would keep on the farms much of the unmarketable products which now enter trade channels. Standardization has gone farther in connection with cotton in international trade than in the case of any other farm products. It provided a universal measuring rod which is commonly understood everywhere."

"Secretary Jardine," said Mr. Winters, "has spoken wisely. Take the case of the present corn market. It is a well known fact that a preponderance of poor quality grain always depresses the entire price structure, while a preponderance of good quality grain invariably sustains and advances price levels. The flood of poor quality corn which has been shipped to Chicago and other terminal markets the past year has swamped the corn market, and prices even for deliverable grades have been seriously depressed.

Sorting the corn, building narrow cribs to dry it on the farms, and shipping only the good product to terminals would go a long way toward correcting farm depression. This would

entail some labor and expense, but the labor and expenditures involved would return handsome dividends, and would pay far better than the present method of shipping poor wet corn to be cured and dried and sold at terminals.

The incompetent farmers should give up farming, and take jobs in the cities at day labor; such jobs require the minimum of intelligence and yet return a good wage under present conditions with immigration restricted.

## Board Trading Held Not Gambling.

Judge M. L. McKinley of the Superior Court of Cook County, on March 7, 1927, directed a jury to return a verdict in favor of Stein, Alstrin & Co., of Chicago, in a penalty action brought against them by Charles H. Leech. This suit was brought by Leech, a lawyer, under an Illinois statute which gives to a loser, or an informer, the right to recover from the winner money or property lost in gambling.

Under this statute the "loser" in gambling may, within six months after payment of the loss, sue the "winner" for the amount of the loss. However, if the "loser" fails to sue within the six months, any member of the public may, within two years thereafter, sue the winner for three times the amount of the loss, one-half for the benefit of himself and one-half for the benefit of the county.

In this suit Leech made claim against Stein, Alstrin & Co. for \$9,905.76, three times the alleged loss of R. L. Darby.

The evidence showed that during the years 1921-1922, R. L. Darby, thru Stein, Alstrin & Co., bought and sold some stocks on the New York and Chicago stock exchange, and a considerable quantity of grain, oats and wheat for future delivery on the Chicago Board of Trade.

The contention of the plaintiff was that because these purchases were made on margin and because there were no actual deliveries, as between Darby and Stein, Alstrin & Co., these transactions were gambling.

The court held, to the contrary, that purchases and sales are not gambling merely because they are made on margin; also that purchases of grain for future delivery are not illegal because they are offset by sales of like amounts before the time specified for delivery.

The exact procedure in transactions made on the Board of Trade was described in detail to the court and jury by Frank E. Alstrin of Stein, Alstrin & Co. In view of the testimony of Mr. Alstrin as to how the orders of R. L. Darby were handled by Stein, Alstrin & Co. on the Board of Trade, supported by the book records of Stein, Alstrin & Co., Judge McKinley held that there was no testimony whatever tending to prove plaintiff's claim that these transactions constituted gambling and that there was nothing for the jury to consider.

Similar suits on other accounts brought by Charles H. Leech against Stein, Alstrin & Co. and Hornblower & Weeks are still pending, but in view of the outcome of the first trial it is not likely that these actions will be further pressed.

Stein, Alstrin & Co. were represented by Walter Bachrach and I. E. Ferguson of the law firm of Moses, Kennedy, Stein & Bachrach.

## New Law Protecting Commission Men from Undercharge Claims.

Pres. Coolidge on Mar. 4 approved the amendment to the Interstate Commerce Act, so that paragraph 2 of section 3 will read as follows, the new matter added shown in bold face type:

(2) No carrier by railroad subject to the provisions of this act shall deliver or relinquish possession at destination of any freight transported by it until all tariff rates and charges thereon have been paid, except under such rules and regulations as the commission may from time to time prescribe to govern the settlement of all such rates and charges and to prevent unjust discrimination: Provided, That the provisions of this paragraph shall not be construed to prohibit any carrier from extending credit in connection with rates and charges on freight transported for the United States, for any department, bureau, or agency thereof, or for any state or territory or political subdivision thereof, or for the District of Columbia. Where carriers by railroad are instructed by the shipper or consignor to deliver property transported by such carrier to a consignee other than the shipper or consignor, such consignee shall not be legally liable for transportation charges in respect of the transportation of such property (beyond those billed against him at the time of delivery for which he is otherwise liable) which may be found to be due after the property has been delivered to him, if the consignee (a) is an agent only and has no beneficial title in the property, and (b) prior to delivery of the property has notified the delivering carrier in writing of the fact of such agency and absence of beneficial title, and, in the case of a shipment reconsigned or diverted to a point other than that specified in the original bill of lading, has also notified the delivering carrier in writing of the name and address of the beneficial owner of the property. In such cases the shipper or consignor, or, in the case of a shipment so reconsigned or diverted, the beneficial owner, shall be liable for such additional charges, irrespective of any provisions to the contrary in the bill of lading or in the contract under which the shipment was made. An action for the enforcement of such liability may be begun within the period provided in paragraph (3) of section 16 or before the expiration of six months after final judgment against the carrier in an action against the consignee begun within the period provided in paragraph (3) of section 16. If the consignee has given to the carrier erroneous information as to who the beneficial owner is, such consignee shall himself be liable for such additional charges, notwithstanding the foregoing provisions of this paragraph. An action for the enforcement of such liability may be begun within the period provided in paragraph (3) of section 16 or before the expiration of six months after final judgment against the carrier in an action against the beneficial owner named by the consignee begun within the period provided in paragraph (3) of section 16."

The enactment of this very desirable amendment was the result of effective work by the National Industrial Traffic League.

## Night and Day Letters Now in Code.

Night and day letters sent over Western Union and Postal Telegraph lines may now be in code, under the new regulations which became effective Mar. 16. Heretofore night and day letters were required to be written in regular message form.

Now there will need be no distinction in the matter contained in messages between points in the United States, between points in the United States and Canada, and between points in the United States and Mexico, the latter became effective Mar. 20, regardless of service designated.

**Property** is the fruit of labor; property is desirable; is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise. Let not he who hath no house tear down the house of his neighbor; but rather let him strive diligently to build one for himself, thus, by example, showing confidence that when his own is built it will stand undisturbed.

—Abraham Lincoln.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Book on "Shipper and the Law?"

*Grain Dealers Journal:* Where could I get a book known as "The Grain Shipper and the Law," and what would it cost?—L. A. Strid, mgr. Superior Elevator Co., Superior, Ia.

**Ans.:** This book is published and sold by the Grain Dealers Journal and the price is \$2.

### Is Use of "Cyanogas" Permissible?

*Grain Dealers Journal:* We understand that the licensed grain inspectors are required to mark the inspection certificate with the word "treated" when the wheat has been fumigated by using the powdered calcium cyanide to kill weevil. This is a very convenient method of exterminating the insects, but we do not want to spoil the sale of the wheat by having the word "treated" on the inspection certificate. Is it compulsory to mark the certificate?—L. A. Stebbins.

**Ans.:** No, it is not compulsory. The inspector is required only to mark the certificate if the sample bears evidence of treatment. The rule on marking certificates "treated" is given in this column of Grain Dealers Journal for March 10, page 276.

### Gear Drive for the Country Elevator?

*Grain Dealers Journal:* Can we use a single phase motor for the Clow-Winter Elevator Head Drive shown in the Journal Feb. 25, page 234?

Can the requirements of the underwriters with regard to enclosing motor be complied with? What speed motor do we require to reduce to 42 r.p.m., speed of our head? We would need 10 horse power. We would like to displace our gasoline engine with electric motor power.—H. C. Vollmer & Co., Lissant, Ill.

**Ans.:** With single phase and open type motors where fire hazards are to be considered, we use a double sheet iron galvanized enclosure which has clamped between the two walls a lining of asbestos. This enclosure has an inlet and outlet ventilating ports from which 6-inch pipes lead to the outside of the building. The flexible coupling is provided with eight fan blades which cause the air to move thru motor and enclosure. This enclosure totally encloses the motor and flexible coupling. This type of enclosure meets the approval of the underwriters.

In most cases the size of the motor can be smaller in horsepower, as with this unit we do away with all of the troublesome counter-shaft, belting, chain and sprocket arrangement.

The proper size motor depends upon the height of leg, size and make of buckets and the capacity to elevate per hour. Possibly a 7½ hp. would be satisfactory. This would save power bills plus the difference in cost of motors. The motor speed should be 1200 r. p. m.

The unit has maximum starting efficiency 95%, running 90%. In ordinary boot choke-ups, the drive will pull out the load. The unit is equipped with a coupling back stop, which holds the load in suspense when power is off, and can be released at will from the work floor. This safety application brings added pleasure to the operator.

Our unit is furnished complete. Installation can be done by any handy man and at very small expense. Blue prints show full details.

We have three speed ratios, one of which will work nicely on this type of buckets. In ordering we need bore and diameter of head pulley, style and size of buckets, and capacity per hour. If purchaser is furnishing motor he should state make, horsepower, frame, voltage, phase and cycle. Drives can be had in right or left hand application. This can be determined by facing the side of the leg drive is wanted on and the hand closest to distributor indicates application. —Clow-Winter Mfg. Co.

### Elimination of No. 4 Corn from Contract Grades.

Strong sentiment in favor of the highest standard of grain contract caused the elimination of No. 4 corn from delivery on futures contracts of the Chicago Board of Trade.

President John A. Bunnell on Mar. 23 submitted to the Iowa legislature a copy of a report by a special com'te whose inquiry followed a protest from Iowa against the recent change, published on page 283 of the Journal Mar. 10.

Farmers as well as the grain trade were at a disadvantage, the com'te declared, by reason of the rule that formerly permitted delivery of No. 4 corn. Those holding these future contracts had to accept "a grade of corn that could not safely be carried through the spring months." To avoid this large risk, it was stated, the tendency had been to dispose of the futures contract which, in turn, depressed the general price level. Support to the market was thus discouraged.

"A future corn contract shorn of that hazard," says the report, "has a distinct tendency to draw greater support to the market by encouraging the buyers to own futures both for carrying and for protection against forward products sale. Such support inevitably strengthens the market and tends to stimulate prices to a higher level."

After setting forth in some detail the advantages of the new contract to the producer, the com'te, composed of L. N. Perrin, E. M. Combs and D. H. Lipsey, urged greater co-operation and less ill-advised criticism by Iowa interests.

"It is the confident belief of your com'te," says the report, "that if those responsible for the resolution in the Iowa legislature would give the matter genuine study and thoughtful deliberation it would be clearly apparent that the elimination of No. 4 corn from delivery on future contract would redound to the material benefit of Iowa corn growers."

"It might be well to mention here that in the course of your com'te's inquiry the fact has become more and more obvious that a better understanding of the Chicago situation by farm leaders and officials would be highly beneficial to the growers. History shows that in times of even moderate price depression, due to surplus production, attacks upon the marketing machinery have been numerous and intense. Some of the advice has been hasty and ill-chosen and has confused the farmer, discouraged support for the farmer's grain market to the disadvantage of a higher price level, and has caused general confusion. Such clamor based upon hasty consideration, whether good or bad in its intent, nevertheless churns the channels of trade, destroys confidence and often permits prices to sag from their normal course."

"As is well known by the Grain Futures Administration, the grain trade in general, and all allied interests, the Chicago Board of Trade is today performing a most difficult public service—that of marketing the nation's grain crop—in an efficient and economical manner. In such trying periods it should have the whole-hearted support of agricultural interests, and of all public officials. The producer suffers, the grain trade suffers, and the public in general suffers, directly or indirectly, when some act of the exchange or of some individual member is seized upon and given widespread publicity without first carefully weighing the facts. Such a condition is unfortunate and destructive."

"The Chicago Board of Trade appreciates the opportunity to reply to this petition and invites frank co-operation and constructive criticism at all times."

Representative H. S. Nelson introduced a resolution in the Minnesota House asking Congress to repeal the Grain Standards Act. He charged that the present law worked in the interest of the millers and to the disadvantage of the growers. The House adopted the resolution without opposition.

### Sapiro's Suit Against Ford.

Aaron Sapiro's \$1,000,000 libel suit against Henry Ford is being tried at Detroit before Judge Fred S. Raymond in the federal court. Mr. Sapiro, who was active a few years ago in the organization of farmers' pools, alleges that statements in Ford's Dearborn Independent were libelous, in that they charged a Jewish conspiracy to control agriculture.

Senator James Reed, attorney for Mr. Ford, said Mar. 17:

Mr. Sapiro's motives in organizing co-operative marketing organizations were entirely selfish. He pictures himself in many addresses and articles as working only for the uplift of the farmer, accepting no money, but we will show these declarations to be untrue.

Farmers were inveigled into joining Sapiro's organizations by paid organizers and then tied hand and foot by contracts running over five to seven years. The farmers were obliged to handle all their products through the ass'ns, having nothing to say as to their disposal or price they were to bring.

It was stipulated that title to the products passed to the ass'ns the minute the farmer delivered them, whether he received money on them or not. The managers, appointed and controlled thru Sapiro, were free to borrow money on the crops, and then deduct the interest from the amount paid the grower.

We will introduce evidence to show that the contracts stipulated in case of breach between farmer and ass'n the ass'n could obtain a court injunction to prevent further trouble, the expenses to be paid by the farmer. And it was Sapiro and his firm of lawyers that handled the court actions and collected the costs.

The members of the ass'n were not free to sell on the open market. Time and again the managers, we will show, held up crops, only to sell later at a great loss. In buying warehouses and equipment for the cooperative organizations they often paid millions of dollars more than they were worth.

The Southern Mixed Feed Manufacturers' Ass'n is conducting an earnest drive in all southern states to bring about more rigid inspection of feedstuffs or a reduction in the tax levied. One doesn't have to go far off for inspirational pointers.

### Would Dot Iowa with Warehouses.

House file No. 434, a bill for an act providing for the establishment of warehouse district corporations, has been introduced in the Iowa state legislature by Representative Allen. The bill provides that "the board of supervisors of any county shall have jurisdiction, power and authority to establish warehouse district corporations, and to determine the places at which warehouses shall be built, the size, the capacity, the materials from which the same shall be built and to provide for the financing thereof."

Section 23 of the bill provides that the cost of construction of the warehouse and equipment, when ascertained, shall be apportioned to each 40 acres or fraction thereof, according to the warehouse capacity allotted each tract.

"When the board has finally determined the matter of benefits and apportionment, it shall levy such assessments as fixed by it upon the lands within such district, and all assessments shall be levied at that time as a tax and shall bear interest at six per cent per annum, payable annually, except as hereinafter provided as to cash payments thereof within a specified time."

"Such tax shall be a lien upon all premises against which they are assessed as fully as taxes levied for state and county purposes."

"After the board of supervisors has completed the establishment of the warehouse district corporation, and has completed the bonding and the building of the improvement and the payment, it shall immediately call an election of all the property owners and tenants, including husbands and wives of owners and tenants, residing in the district, for the purpose of electing officers and directors to take charge of the operation of such corporation."

"The owners of each 40-acre tract or fraction thereof shall be entitled to use and shall own in absolute right the amount of space in the warehouse or warehouses allotted to such tract of land."

It passes all understanding why farmers should tax themselves to own one room in a warehouse at some point in the county, when they need the room on their own farm. Why should a farmer who feeds all his crops be assessed to pay for a warehouse room in town that he can not use?



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Avoid Holding Damp Oats.

*Grain Dealers Journal:* In view of some of the reports on spontaneous combustion occurring from holding wet oats and letting them heat, it seems like some of us have been making a mistake.

One dealer of my acquaintance has handled probably as large a volume of last crop oats as anyone else in Illinois, yet with the exception of 3 or 4 cars that graded No. 4 and one car that graded sample, all his shipments went No. 3 or better and brought profitable prices on the Chicago market.

His secret was only common sense. He assiduously avoided holding wet oats. His purchases were run into a bin, then back into the dump, and into the bin again. He kept turning them until a carload had been collected, then shipped immediately. When the season slacked off and it began to take too long to collect a carload, he quit buying.

It takes a vigilant operator to make money by holding wet oats. The risk is too heavy to admit much sleep.—Illinois Dealer.

### Corn Supplies

*Grain Dealers Journal:* We are approaching April 1st with the largest visible supply of corn for that date in more than thirty years. In only one year during this period has the visible supply approached the present one, viz., on April 1st, 1922, and on that date Chicago May corn was selling at 57½ cents per bushel.

The present visible supply is 48,837,000 bus. The ten year average for 1917-26 was 24,300,000; for 1907-1916, 16,460,000; and for the 10 years 1897 to 1906, 25,318,000 bus., the 30-year average being 20,000,000 bus. The following statistics are given for purposes of comparison:

April 1st Visible Supply for Past Thirty Years.			
Year.	Bushels, 000 omitted.	Year.	Bushels, 000 omitted.
1927	48,837	1916	27,697
1926	36,485	1915	32,877
1925	32,727	1914	18,812
1924	26,074	1913	19,726
1923	28,742	1912	15,914
1922	46,889	1911	11,166
1921	32,886	1910	13,778
1920	5,886	1909	6,923
1919	2,514	1908	5,777
1918	19,016	1907	11,977
1917	11,974		

—Siebel C. Harris, Cross, Roy, Eberhardt & Harris, Chicago, Ill.

### Bin Burned Flaxseed Has Some Value.

*Grain Dealers Journal:* The sample of badly heat damaged flaxseed described on page 283 of the Journal Mar. 10 was submitted to our Grain Investigations office in Washington for analysis and their reply has been received today. Their tests show that this character of flaxseed has a higher percentage of oil than the sound seed; however, this is due to the fact that the sugars and starches in the seed have gradually broken down and thereby the unit weight of substance has been changed. Thus the oil content has remained constant while the dry matter has changed, making an apparent but not real increase in the oil present.

While there is a high percentage of oil present in flaxseed of this character, the quality of the same is poor. Such oil is highly colored, has high acidity and low oxygen absorbing power, which present considerable refining difficulties. In addition to these, a strong odor is carried thru into the oil. Such seed is generally purchased by salvage companies who crush it along with their poor grade seeds and

the oil is sold for core oil, such as is used in steel plants. It would seem, therefore, that such flaxseed does have a commercial value if the right parties can be interested in its purchase.—R. T. Miles, in charge, General Field Headquarters, Bureau of Agricultural Economics, Chicago, Ill.

### What Is Your Annual Shrinkage?

*Grain Dealers Journal:* Recently an urgent curiosity to know how much of our operating capital was dissipated by shrinkage in the grain weighed over our wagon scales tempted us to make a careful compilation of one year's business and we found that we had weighed into our elevator 45,394 bus. of corn, 72,842 bus. of wheat, 13,013 bus. of oats and 889 bus. of barley, but adding up all our returns we find that we suffered a shrinkage in the corn of 248 bus., wheat 409 bus., oats 211 bus., while we had an overrun of 6 bus. on the barley.

This is the first year we have ever compiled a statement to show the actual shrinkage suffered from handling a year's business. We can assure you of one thing and that is every one who has anything to do with the cooping of cars, or the loading of grain will henceforth exercise greater care to avoid wasting grain and increasing our shrinkage. It seems impossible that all of that shrinkage should be traceable to evaporation.

We have ordered a small hopper scale to load out our shipments and henceforth we are going to check up Mr. Shrinkage more closely than ever. That is one leak which seems to have materially increased our loss. We thought sure we were going to make a fair profit on last year's business, but we did not. In digging around for the cause we have found Mr. Shrinkage had grown to unreasonable proportions. If any other dealers have compiled any figures of their shrinkage we would like very much to see them in the Journal because we are much worried by our own shrinkage which seems to be excessive. Was the grain stolen? By whom?—Nebraska.

### Radio as a Side Line.

*Grain Dealers Journal:* Judging from the letter published in the "Letters" column of the February tenth number of the Journal written by M. L. Meyers of Woodston, Kan., and condemning the radio as a side-line, my reaction to his statements is that he could have handled a line of radios that would not have troubled the purchasers, would not have to be "serviced," would not have reflected upon retailer's knowledge and judgment of radios, and lastly, would not have interfered with the grain business.

In view of the fact that "the perfect" set is actually on the market today, I can hardly understand why Mr. Meyers is so biased in his statement to the effect that a side-line of radios is thoro out of place for the average grain dealer. Quite naturally poorly balanced sets and accessories tend to cut down the efficiency of the reception, but as far as the dealer's knowing anything about the set sold (outside of the circuit and "what she'll do"), that's all poppy-cock; it is not necessary.

The better sets of today are entirely self-contained, having no ground and an "attached" loop aerial. Considering that a voltmeter and an ammeter are provided and that the voltmeter is connected on the operating panel where its readings cannot be overlooked, there is really nothing the dealer need know, for anyone can detect a burned out tube or battery.

As to "servicing," an installation charge is usually made by the more progressive dealers, which insures them from loss. Where the set is at fault, of course the manufacturer willingly exchanges it, but where a tube burns out, this insures the dealer both of a profit on the tube replaced, a fair return for the time invested, and the assurance of all accessory and replacement business. The contracts automatically expire one year from date of sale.

Perhaps the greatest difficulty to be con-

tended with is that of the owner tinkering and fooling around with his set. Better sets have their delicate parts set in wax and any breaking of that seal nullifies the guaranty given by the manufacturer. Why shouldn't it? Contrary to Mr. Meyers' belief, I am of the opinion that when grain is moving, that's the best time to sell the farmer a radio, for he's got the money in his pocket or a grain delivery credit and feels proud and prosperous. Change your brand, Mr. Meyers.—Very truly, T. L. Keenan, Clark, So. Dak.

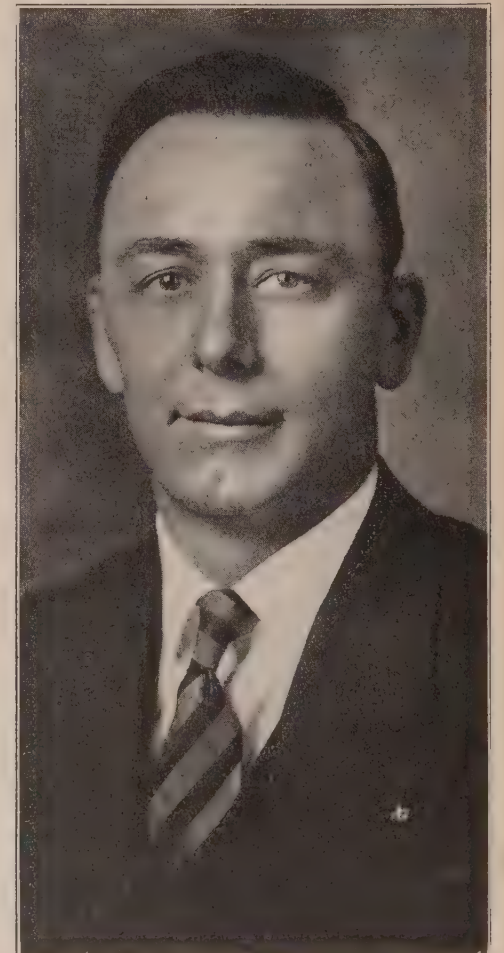
### New Chief Inspector for Kansas.

As one of the fruits of the new law of Kansas divorcing the state grain inspection department from politics, for the first time in the history of this department a chief inspector has been appointed from the ranks of the assistant inspectors—a man of long experience in grading Kansas grain.

F. M. Fink, first assistant inspector, has been appointed to head the department. He was born at Downs, Osborne County, Kan., in June, 1895. After completing the high school at that place he attended Kansas University, where he obtained a LL. B. degree. He served in the aviation corps during the world war, and following his discharge from the army, was admitted to the Missouri bar in 1919. Instead of following his former training he chose a position in the grain inspection department, where he began as a sampler in June, 1919, and later obtained a federal license as grain inspector.

During his eight years as a grain inspector he has been stationed at Kansas City, Wichita and Salina, Kan. He was inspector in charge at Wichita for three years and two years at Salina. For the past two years Mr. Fink has been first assistant to W. B. Dalton, former chief inspector.

Mr. Fink is married and has no children.



F. M. Fink, Kansas City, Mo., New Kansas Chief Grain Inspector.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Danville, Ill., Mar. 17.—Winter wheat is looking fine, but the acreage is only half of normal.—D. E. Jacobs, James E. Bennett & Co.

St. Anne, Ill., Mar. 15.—Some farmers are now making their final harvest on corn standing in the fields.—Andrew Kerr, Kerr Grain Co.

Muncie, Ill., Mar. 17.—New crop wheat is up and looking fine. Farmers are getting busy in the fields for spring planting.—Fred Shelby, Stephens & Shelby.

Beecher, Ill., Mar. 14.—We have handled a much smaller amount of corn than usual due to the condition of the grain and the price to the farmer.—Wm. Werner & Son.

Watseka, Ill., Mar. 16.—The condition of winter wheat is encouraging, but the acreage is only half of normal, due to wet weather at planting time.—H. W. Bell, mgr., Watseka Farmers Grain Co., co-op.

Woodland, Ill., Mar. 16.—Farmers are busily engaged in preparing the soil for spring planting. The usual acreage of oats and corn will be put in. Wheat acreage is cut due to the wet weather last fall.—C. O. Cavitt.

Martinton, Ill., Mar. 15.—The frost is well out of the ground and farmers are rapidly preparing the soil where it isn't too wet. Spring wheat will likely soon be planted on a normal acreage.—G. D. Etzel, mgr., Martinton Grain Co.

Momence, Ill., Mar. 15.—Farmers are active in the fields preparing for spring acreage. In spite of the vetoing of the McNary-Haugen bill the usual acreage is being devoted to wheat, corn and oats.—M. C. Hobart, Smith & Hobart.

Springfield, Ill., Mar. 23.—There was a little seeding of oats and spring wheat in the state but these operations were stopped by rains during the week ending Mar. 22. Winter wheat is growing nicely.—Clarence J. Root, meteorologist.

Hoopeston, Ill., Mar. 16.—Winter wheat acreage here is a little heavier than usual. Some spring wheat will also be planted. This section does not raise very much grain as the canneries have about 9,000 acres under lease for raising sweet corn.—Illinois Lbr., Grain & Coal Co.

Plains, Kan., Mar. 19.—Wheat prospects are fine.—E. B. Schmitt, Pretty Prairie, Kan.

Wichita, Kan., Mar. 14.—Prospects for a wheat crop are exceptionally good over most of this section of the country. We have just returned from a trip in the Amarillo territory and we find prospects there very satisfactory.—Tom Curless, mgr., the Star Engineering Co.

Ransom, Kan., Mar. 17.—I do not think it worth while to look for any crop here. I was out today over quite a lot of ground and most of our wheat is thin, some fields not worth leaving. One farmer, who has 6,000 acres, will not have any wheat at all in my estimation, and this farmer has also given it up.—Mr. Kendall, local mgr., Stevens Scott Grain Co.

Clark, S. D., Mar. 17.—It's a little early for spring work to begin but the farmers are testing their seed, scouring their plows, etc., so as to be all set to gamble with the elements another year. The prospects look favorable, so far as we can see now. All the "boys" have wintered nicely and will be all set for next fall.—T. L. Keenan, Clark County Farmers Elvtr. Co.

Rippon, W. Va., Mar. 10.—Growing wheat is looking good. The crop of corn was the worst on record. Grass is starting to grow. Public work is consuming labor which is out of all proportion to the daily farm labor. Men want \$3 per day for 9 hours. In the fall they wanted 40c to shock and 25c a shock to cut corn. The yield of corn was 3 to 4 bbls. per acre and it now brings \$3 per bbl. Clover seed and potatoes were a failure. Farmers are heavily mortgaged and the farmers very blue. Hogs and hens are the only profitable assets.—L. M. Long.

Bird City, Kan., Mar. 24.—I have 5,000 acres of wheat planted of which 3,200 acres was summer fallowed. The condition is good and the prospect for an average yield very promising.—Albert Weaver.

Washington, D. C., Mar. 15.—The following changes in time and dates of the Government crop reports have been announced by the Bureau of Agricultural Economics, Dept. of Agri.: Reports on grain crops dated Mar. 18, Apr. 8 and Aug. 10 will be released at 3 p. m. instead of 2 p. m. on those dates. The report of acreage of corn and other crops, except cotton, scheduled for July 9, will be released on July 11.

Rippon, W. Va., Mar. 11.—There was a large crop of wheat last year, tho the rains during harvest and early fall caused the wheat to bleach. There was some smut, but not a great amount. The corn is the worst since I remember, being soft, mouldy and immature. We have had several cars of good corn, some of which was sold to a seed company for seed.—S. G. O'Bryan.

## Damp Grain at Ft. William in Danger of Heating.

Canadian grain dealers have been much agitated over the possible damage to damp and tough grain thru the unusually warm days. Leslie Boyd, chairman of the Board of Grain Commissioners, while on a recent visit to Manitoba stated that the elevators at the lake head and all interior terminals are busy on the work of drying.

"The drying capacity at the lake heads," said Mr. Boyd, "is approximately 225,000 bus. of tough wheat per 24 hours. Damp wheat would require longer and would lower the amount possible to dry in 24 hours from 22 to 25 per cent. Edmonton and Calgary interior terminals can dry approximately 45,000 to 50,000 bus. each of tough wheat every 24 hours, and Moose Jaw and Saskatoon 20,000 each and the driers at Vancouver can care for from 55,000 to 60,000 per 24 hours.

"Terminal elevator companies at the lake heads state that an examination of their bins shows no heating at present, and they are not anticipating any serious trouble. Wherever a loaded car is found that is showing signs of deterioration it is unloaded. The amount of damp and tough grain has been the largest probably in the history of the west, but we have good hopes that the loss will be relatively small, and the sudden warm weather points to possible relief thru an early opening of navigation."

All the wet flaxseed that was frozen solid has been chopped out in chunks; and even the worst of the flax has been dried.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Mar. 29-30. Co-operative Elevator Men's Ass'n at Enid.

Apr. 8-9. California Hay, Grain & Feed Dealers Ass'n, San Francisco.

Apr. 12-14. National Scalemen's Ass'n at Kansas City, Mo.

April 27-28. Western Grain Dealers Ass'n Fort Des Moines Hotel, Des Moines, Iowa.

May 3-4. Illinois Grain Dealers' Ass'n 34th annual convention, Hotel Jefferson, Peoria, Ill.

May 4-5. Oklahoma Grain Dealers and Millers Ass'n's thirtieth annual convention, Oklahoma City, Okla., Skirvin Hotel.

May 23-24. Texas Grain Dealers Ass'n at Dallas, Tex.

May 30-June 3. American Ass'n of Cereal Chemists, Hotel Fontenelle, Omaha, Neb.

June 9-11. American Feed Manufacturers' Ass'n, French Lick Springs, Indiana.

June 27-28. Wholesale Grass Seed Dealers Ass'n at Detroit, Mich.

June 28-30. American Seed Trade Ass'n at Detroit, Mich.

July 25-27. National Hay Ass'n at St. Louis.

Oct. 10-12. Grain Dealers National Ass'n thirty-first annual convention at Hotel Fontenelle, Omaha, Neb.

Oct. 10-12. United States Feed Distributors seventh annual convention at Hotel Fontenelle, Omaha, Neb.

An invitation to meet in joint session in June has been extended the membership of the state ass'ns of Michigan, Indiana and Ohio by the Toledo Produce Exchange.—J. F. Zahm & Co.

## Surplus in Europe.

Count Bethlen Premier of Hungary in a recent interview on the McNary-Haugen bill with the Chicago Tribune said, "A subject which affects the entire world cannot be isolated. The American proposals to throw wheat on the European market at less than cost would hurt Europe's farmers, especially Hungary's. All the nations should get together for a solution. It is useless for one nation to attempt a solution. Agriculture the world over is a gamble. Millions are invested in something of uncertain and fluctuating value."

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

WHEAT													
	Mar. 10.	Mar. 11.	Mar. 12.	Mar. 14.	Mar. 15.	Mar. 16.	Mar. 17.	Mar. 18.	Mar. 19.	Mar. 21.	Mar. 22.	Mar. 23.	Mar. 24.
Chicago	139 1/2	138 3/4	138 3/4	138 1/2	137 3/4	138 1/2	136 1/2	136	134 1/2	134 1/2	132 3/4	133 3/4	133 1/2
Kansas City (new)	131 1/2	130 3/4	130 3/4	130 3/4	130	130 3/4	128 3/4	128 1/2	127	126 3/4	125 3/4	125 3/4	125 1/2
St. Louis (red winter)	135 1/2	134 3/4	134 3/4	134 1/2	133 3/4	134 1/2	132	131 3/4	129 1/2	129 3/4	128 1/2	129 1/2	128 3/4
Minneapolis	138 1/2	138 1/2	138 1/2	137	136 3/4	137 3/4	135 3/4	134 3/4	132 3/4	132	129 3/4	131 1/2	130 3/4
New York (domestic)	142 1/2	142	141 1/2	141 1/2	140 3/4	141	139 1/2	138 3/4	136 3/4	136 3/4	135 1/2	135 3/4	136 1/2
Duluth (durum)	145 1/2	144 3/4	144 3/4	143 1/2	142 3/4	143 1/2	143 1/2	143 1/2	141 3/4	142	141 3/4	141 3/4	140 3/4
Winnipeg	142 1/2	142 1/2	142 1/2	141 3/4	140 3/4	141 3/4	140	139 3/4	138 3/4	138 1/2	137 1/2	138 3/4	138 3/4
Milwaukee	139 1/2	139	138 3/4	138 3/4	137 3/4	138 3/4	136 1/2	136	134 1/2	134 1/2	132 3/4	133 3/4	133 3/4
CORN													
Chicago	76 1/2	76 3/4	77 1/2	76 3/4	76 3/4	77 1/2	76 1/2	75 1/2	74 1/2	74 3/4	72 1/2	72 3/4	71 3/4
Kansas City	74 1/2	74 1/2	74 1/2	74 1/2	74 1/2	75 1/2	74 3/4	73 1/2	72 3/4	72 3/4	71 3/4	71 3/4	70 3/4
St. Louis	78 1/2	79	79 1/2	79 1/2	78 3/4	80	78 3/4	77 3/4	76 3/4	76 3/4	75	75 3/4	74 3/4
Milwaukee	76 1/2	76 3/4	77 1/2	76 3/4	76 3/4	77 1/2	76 3/4	75 1/2	74 1/2	74 1/2	72 3/4	72 3/4	71 3/4
OATS													
Chicago	45 3/4	45 3/4	46	45 3/4	45 1/2	45 3/4	45 1/2	44 1/2	44 1/2	44 1/2	42 3/4	42 3/4	42 3/4
Kansas City	44 1/2	44	44 1/2	44 1/2	44	44 1/2	44	44	42 1/2	42 1/2	42 3/4	42	41
Minneapolis	43 3/4	43 3/4	44	43 3/4	43 1/2	44 1/2	43 3/4	43	42 1/2	42 1/2	41 1/2	40 1/2	40 3/4
Winnipeg	57 3/4	57 3/4	57 3/4	57 3/4	57 3/4	57 3/4	57 3/4	57	55 3/4	55 1/2	54 1/2	54 1/2	54
Milwaukee	45 3/4	45 3/4	46	45 3/4	45 3/4	45 3/4	45 3/4	44 1/2	44 1/2	44 1/2	42 3/4	42 3/4	42 3/4
RYE													
Chicago	105 1/2	104 3/4	105 1/2	104 3/4	103	103 1/2	102 3/4	102 3/4	100 3/4	99 3/4	97 3/4	97 1/2	98 1/2
Minneapolis	98 1/2	98 1/2	98 3/4	97 3/4	96 3/4	96 3/4	96 1/2	95 3/4	93 3/4	92 3/4	91 3/4	90 1/2	91 1/2
Duluth	102 3/4	102	102 3/4	101 3/4	100 1/2	100 1/2	100 1/2	99 3/4	97 3/4	96 3/4	94 3/4	94 1/2	95 1/2
Winnipeg	103 3/4	103 1/2	103 1/2	102 3/4	101 3/4	102 3/4	102	101	99 3/4	98 3/4	97 3/4	96 3/4	98
BARLEY													
Minneapolis	69 1/2	69	69	68 3/4	68	68 3/4	68 3/4	67 3/4	67 3/4	67 3/4	67	67	67 3/4
Winnipeg	73 1/2	73 1/2	73 3/4	73 1/2	72 3/4	73	72 3/4	73 1/2	72 3/4	73	72 3/4	71 1/2	72 3/4



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Danville, Ill., Mar. 17.—This territory has just about the same amount of corn left back in the country as it had a year ago.—D. E. Jacobs. James E. Bennett & Co.

Receipts of wheat from southern provinces of Argentina are of poor quality and the test weight of contract wheat for delivery in the futures market has been lowered 2.5 pounds per bushel.

Vancouver, B. C., Mar. 10.—Exports of wheat during February totaled 3,390,159. Shipments of wheat for the crop year to Mar. 1, 1927, compared with the same period last year, in bushels, were: 20,428,494-37,591,326.

Rippon, W. Va., Mar. 11.—Everything, wheat, corn and hay, is exceptionally dull and movement very slow just now. Have handled over 50,000 bus. wheat the past several months, and had complaint from only two cars, and that was when the market broke.—S. G. O'Bryan.

Seattle, Wash., Mar. 10.—Receipts by rail during February, compared with February, 1926, in cars, were: Wheat, 834-493; corn, 96-71; oats, 14-13; rye, 0-1; barley, 11-9; hay, 40-56. Shipments, similarly compared, in bushels, were: Wheat, 108,482-281,427; corn, 3,097-....; oats, 5,463-....; hay (tons), 259-....; feeds (tons), ...-1,600.

Jefferson City, Mo., Mar. 8.—Stocks on Missouri farms on Mar. 1, 1927, compared to that on farms Mar. 1, 1926, in bushels, were: Corn, 73,159,000-93,464,000; wheat, 2,577,000-3,377,000; oats, 13,293,000-17,999,000; barley, 4,000-2,000; rye, 6,000-18,000. The percentage of the crop shipped and to be shipped out of county where grown, 1926 compared with 1925, was: Corn, 9%-16%; wheat, 56%-66%; oats, 8%-16%; barley, 7%-16%; rye, 4%-8%.—U. S. Dept. of Agriculture.

Topeka, Kan., Mar. 8.—Stocks on Kansas farms on Mar. 1, 1927, compared with that the year previous (same date), in bushels, were: Wheat, 16,509,000-6,965,000; corn, 14,398,000-41,778,000; oats, 8,780,000-11,813,000; barley, 394,000-1,459,000; rye, 24,000-23,000. The percentage of crop shipped and to be shipped out of the country where grown, was: Wheat, 79%-79%; corn, 15%-26%; oats, 12%-14%; barley, 7%-16%; rye, 12%-8%.—U. S. Dept. of Agriculture.

Champaign, Ill., Mar. 12.—Two carloads of oats were threshed from the shock in this county during the first week of March. They were shipped to St. Louis and graded No. 4, selling at a price which netted the farmers 32 cents a bushel. Some farmers have burned shocks in the fields to clear them for planting. Why should farmers burn them when they can thresh 60 per cent of the shocks and take 25 to 25 cents a bushel on them?—B. M. Hungarford, Philip Schifflin & Co.

Minneapolis, Minn., Mar. 19.—Stocks of flaxseed left in the country are reported small, especially considering that most of the seed flax has to be taken from these stocks. Duluth has received since Aug. 1 about six and one-half million bushels as against about ten to eleven million bushels a year ago. Minneapolis about seven and one-half million bushels against nearly nine a year ago. Stocks at Northwestern markets for the weeks ending Mar. 12, Mar. 5, and a year ago Mar. 12, were: Minneapolis, 764,693-772,407-755,272; Duluth, 1,285,010-1,302,315-741,008; Canadian, 3,458,788-3,426,010-3,463,264 bushels.—Archer-Daniels-Midland Co.

Toledo, O., Mar. 12.—Toledo wheat receipts this week, 205 cars vs. 223 cars last week and 65 a year ago. We expect lighter receipts next week, at least the acceptances on bids and advices of consignments the past few days would so indicate. Good demand locally for all cars and some No. 1 and No. 2 red is being shipped to the seaboard every day, prices there being about equal to those in Toledo. The movement of red winter the past two months has certainly broken all records but whether it means that the reserves are down to small proportions or whether there was really more of this kind of wheat in the hands of farmers than figured on, we do not know.—J. F. Zahm & Co.

Montreal, Que., Mar. 10.—Receipts at this port during February, compared with February, 1926, in bushels, were: Wheat, 438,104-802,593; corn, 53,648-19,023; oats, 437,457-299,188; rye, 23,290-....; barley, 88,380-110,822; flaxseed, 20,318-40,279. Shipments, similarly compared, were: Wheat, 66,449-....; corn, 14,452-....; oats, 72,201-29,330; barley, 3,387-....—Montreal Board of Trade.

Washta, Ia., Mar. 21.—A good corn crop here last year, but so far only four cars have been shipped out, also four cars have been shipped in. Quite a lot of corn has come to the station, but has been taken by feeders in Holstein and Cushtery territory, some being trucked twenty miles. Nearly all feeding is to hogs. This was a 400,000-bushel station a few years ago; now it's no good.—J. K. McGonagle.

## Heavy Run of Low Grade Corn.

The heavy run of low grade corn into the Chicago market continued all thru January and February and well into the month of March.

The No. 6 and sample grade corn arriving exceeded all the better grades, until Mar. 1, when for the first time in months a single day's receipts of No. 4 corn exceeded 44 cars. On that day there were 83 cars of No. 4 reported, against 181 cars of No. 6 and sample. This improvement has continued to date in an irregular way.

During February the receipts of No. 6 and sample corn were 55 per cent of the total arrivals. During March, to Mar. 21 inclusive, the receipts of No. 6 and sample were only 30 per cent of the total arrivals. The change was due to a preponderance of No. 4 and No. 5 corn in the more recent arrivals.

The weather had much to do with the condition of the corn arriving. The freezing temperatures of January and February made it possible for country dealers to move their wet corn to the terminal markets with less risk of deterioration in transit; and the fine weather during March must have converted much No. 6 into No. 5 corn. Corn that was hopeless had to be kept at home during the warmer days of March.

The let up in the movement of low grade corn to market also was due to the heavy discounts exacted. Terminal buyers, whose elevators were plugged with corn, had no other recourse than to put down the price in order to stop the flood.

The price of sample grade corn Mar. 21 was 50 to 60 cents, according to amount of damage. The same day No. 4 yellow sold at about 65 cents per bushel. Four weeks earlier, Feb. 21, sample grade sold at 48 to 59 cents, and No. 4 yellow at 66 to 68 cents.

Chicago grain receivers urge that country shippers and farmers keep the low grade corn at home and sell the July future against it. In July the corn should be shipped and the future bought back.

The table herewith gives the receipts by grades each day, yellow, white and mixed corn together, and Nos. 1, 2 and 3 together, since Jan. 1, at the Chicago market.

## GRADING OF CARS RECEIVED DURING JANUARY.

	Nos.					
	1.	2.	3.	No. 4.	No. 5.	No. 6. Sample.
Jan.	18	11	50	84	55	
3	18	11	50	84	55	
4	47	38	171	283	98	
5	2	5	21	46	14	
6	12	14	45	92	35	
7	22	18	80	93	18	
8	9	20	79	100	28	
10	9	7	72	73	27	
11	22	14	129	162	30	
12	6	7	39	49	13	
13	14	8	37	67	23	
14	7	12	65	74	33	
15	11	10	53	84	34	
17	7	3	23	22	10	
18	29	21	113	124	32	
19	6	8	41	34	11	
20	10	7	42	38	13	
21	17	10	50	45	18	
22	21	8	48	54	27	
24	27	9	36	47	32	
25	33	9	93	124	79	
26	6	8	33	41	22	
27	12	14	51	65	46	
28	12	13	78	94	56	
29	11	9	61	122	65	
31	12	6	39	84	49	
Totals	383	289	1,553	2,101	868	

## GRADING OF CARS RECEIVED DURING FEBRUARY.

	Nos.					
	1.	2.	3.	No. 4.	No. 5.	No. 6. Sample.
Feb.	24	15	153	178	86	
1	13	9	55	87	41	
2	16	21	60	113	41	
3	10	6	50	108	50	
4	12	14	45	93	51	
5	12	13	58	89	35	
7	19	41	83	126	45	
8	14	29	25	25	4	
9	9	13	23	32	6	
10	22	10	20	23	2	
11	8	7	22	14	6	
14	16	44	147	178	77	
15	8	20	62	66	40	
16	7	14	85	98	62	
17	19	19	83	119	77	
18	13	22	86	112	64	
19	10	21	45	72	26	
20	19	30	144	129	51	
21	9	26	157	171	65	
23	25	40	208	157	52	
24	10	30	139	139	62	
26	4	20	112	99	56	
Total	249	464	1,862	2,228	999	

## GRADING OF CARS RECEIVED DURING MARCH.

	Nos.					
	1.	2.	3.	No. 4.	No. 5.	No. 6. Sample.
Mar.	25	83	244	141	40	
1	10	20	84	34	14	
2	12	28	102	52	24	
3	15	34	53	55	32	
4	5	70	149	75	28	
5	19	36	119	35	27	
6	32	91	334	107	28	
7	16	28	75	55	37	
8	15	25	71	51	15	
9	4	25	73	23	13	
10	5	16	58	26	12	
11	1	14	58	18	6	
12	7	22	61	22	12	
13	1	3	16	5	4	
14	1	15	16	2	8	
15	7	12	43	14	8	
16	10	28	41	12	12	
17	11	21	61	15	15	
Totals	197	561	1,659	742	335	

## Country Elevator and Mill Stocks.

Washington, Mar. 8.—The U. S. Dept. of Agriculture estimates the stocks of wheat in country mills and elevators March 1st as follows:

States.	Stocks in thousand bushels (i. e., 1000 omitted).		
	1927.	1926.	1925.
New York	977	900	632
Pennsylvania	4,212	2,700	2,437
Ohio	3,635	2,187	3,345
Indiana	3,064	2,570	2,318
Illinois	2,052	2,950	2,659
Michigan	2,160	1,747	2,215
Wisconsin	390	408	334
Minnesota	3,900	3,935	3,786
Iowa	550	441	549
Missouri	2,577	2,702	1,711
North Dakota	12,356	15,733	13,345
South Dakota	1,843	3,184	2,813
Nebraska	2,806	1,708	3,511
Kansas	9,005	6,191	7,998
Oklahoma	4,425	2,175	2,358
Texas	984	328	1,010
Montana	7,146	4,903	4,144
Washington	6,443	6,038	2,902
U. S.	85,942	76,333	67,673

Exports from Argentina for the period from January 1 to February 25 included the following items: wheat this year 34,462,000 bus., last year 15,982,000 bus.; corn 43,228,000, last year 18,740,000; oats 8,129,000, last year 9,713,000 bus.

Canadian damp and tough grain problems have been undertaken by the National Research Council. Grain drying methods will first come under observation, to determine the most economical and satisfactory methods, which also will result in a more equitable basis for grades and price spreads between grades.

E. C. Walsh, president of the Rock Island Southern Ry. Co., in a recent published letter to the *Chicago Tribune*, charges the farmer voted to prohibit the sale of their surplus for home consumption in passing the Volstead law, without having provided other means of disposal. "The prohibition promoters get their salary," he says, "and you (the farmer) pay it. There is no objection to prohibition, but why should you vote to bear all the burden? You legalize a bandit to rob you and your home, then cry for repayment and protection."



# Kansas Grain Dealers Commend President Coolidge

The thirtieth annual meeting of the Kansas Grain Dealers Ass'n, although two months earlier than usual was well attended and the lobby hounds came into the meetings to see the progressive dealers looking for helpful hints on grain trade problems. All sessions were well attended and close attention given to the proceedings.

The first session was called to order Thursday morning, March 24, in the assembly hall of the fine new Kansan Hotel at Topeka by Pres. C. M. Cave of Sublette, Kan.

C. L. Parker of Topeka led the audience in singing "America" and "Smile."

H. W. Colmery, Pres. of the Chamber of Commerce, welcomed the dealers to the city and told a number of racy stories.

H. R. Rhodes of Colony in responding said. We are glad to be here in our capital city and thank our hosts for the cordial welcome tendered. We have just passed thru another ordeal of having a Lame Duck Congress at Washington. As a farmer and a grain dealer I wish to call your attention to some of the favors showered upon our farmers by a beneficent government. Our Dept. of Agri. not only supplies free plans for a sanitary pig sty or chicken house, but also a home for himself. His soil is analyzed, his grain pests destroyed, and expert advice given on seed selection, planting, cultivation, harvesting and care of grain. His mail is brot to him daily by the government at an enormous cost to the taxpayers.

PRESIDENT CAVE in addressing the dealers said,

## President's Address.

We have again assembled in annual convention to renew our acquaintance, to commune together, and to discuss problems of the grain business.

In the past twelve months many changes have taken place, within the bounds of our membership, due to the fact that the manner of producing and caring for a crop of wheat, especially in the western half of the state, has been almost completely revolutionized, owing to the general use of the most modern machinery, such as the large tractors and tillage tools, in preparing the ground for wheat, and the harvester thresher for caring for the crop, after its maturity. It will necessitate the readjustment almost completely of the method of the grain men in the handling and in the marketing of a wheat crop. For instance, on account of the harvester thresher, which is now being used almost entirely in the west; from the very day the harvest starts thousands upon thousands of bushels of wheat are cut, threshed, and dumped upon the market, and as the harvest progresses, this amount increases into millions of bushels, most of which reaches the market within a period of thirty days' time. Thus you see the necessity of rearranging our method of handling and caring for a colossal movement like this in such a short time.

The business of raising wheat is becoming a science just as many other lines of business. Farmers are learning that under certain conditions, with the modern improved tillage machinery for preparing wheat land, and the use of the wonderful harvester thresher, which is the greatest piece of machinery ever invented by the hands of man, a boon to the wheat raiser and so far in advance of anything before it, that it cannot be measured in time, has so revolutionized the raising of wheat that it has become an entirely different proposition from what it was in days gone by. This machine in a country where it can be used, is even farther ahead of the late method of header, stacks, and old time threshing machines, in caring for wheat than was that method ahead of the olden time method of scythe and tread mill. With this new and modern machinery, it is no great task for a farmer to raise and care for 1,500 to 2,000 acres of wheat with but very little extra help, and at a cost not to exceed, under normal conditions, more than 75c per bushel, and in cases where a landlord's share is not to be taken into account, at even a much less cost. I am willing, however, to admit that in the eastern states, and perhaps in some of the eastern parts of Kansas, this modern machinery is not practical, on account of climatic conditions and irregularity in the lay of the land. For this reason the great wheat fields of the United States are moving farther west each year, into the great

plains, where thousands upon thousands of acres are seen in a solid body, and the eastern farmer, with his high priced land, being unable to use such machinery, is finding it more and more difficult to compete with the western wheat grower.

**Small Country Elevator to Pass Out.**—I believe that with these new methods of producing wheat, and the fact that it is placed upon the market in such large quantities, within so short a time, that in the rearrangement of the marketing plan, the small country elevator operator is going to have to pass out of the scene. This is materially substantiated by the fact that seventy-three elevator concerns who belonged to our Ass'n, have changed hands in the past year, and owing to the fact that it requires a great amount of storage facilities, and a large amount of capital, which the small country elevator usually does not have, he will eventually be crowded out by the large line house operators and other concerns.

This readjustment is now going on, and at this time, I know of a number of large concerns who are building large elevators in the western part of the state to meet these conditions. This is a problem that should interest every grain dealer in this room, and one to which should be given a great deal of thought by all of us.

As I was a member of the last legislature, and having spent the past two months of my time in helping to the best of my ability to enact new laws, and repeal laws that were obsolete, my thoughts have not been to any great extent, directed toward the business in which we are engaged. As a member of the House of Representatives I have considered it a duty that I owed to the grain trade of this state to carefully examine all bills introduced, having reference to the merchandizing, grading and weighing of grain.

At practically every session of the legislature of this state, bills are introduced, which, if enacted into law, would be a serious handicap to the elevator owners and operators of the state. I do not wish to be misunderstood in making this statement, as many of the bills introduced were by men unfamiliar with the modern method of handling grain, and apparently they did not take into consideration the question confronting the elevator owner and operator. I question whether any other line of business has the handicaps to contend with that the grain man has. Contrary to the general consensus of opinion, all legislation is to a greater or less extent, a matter of compromise. There are 125 members in the lower House, and 40 members in the Senate, practically all of whom introduced measures, during the session, affecting their local territory.

**Legislation.**—The lawyer, the banker, the mechanic, and the publisher are not particularly interested in the grain business, and, therefore, dedicate their time and talents to securing legislation that directly affects their business or vocation, and in order to secure their support, you must promise your support to their measures. Any member of the House or Senate that does not have an organization back of him has little chance of securing favorable legislation, even though his bill: have merit.

I wish to state here that most of the legislation secured is influenced greatly by what is known as the third house, or in other words, the lobbyists, who are constantly at work on the members, securing favor for the measures in which they are particularly interested. I understand that our secretary has had a number of bills which were introduced at this session, printed in full, and mailed to the membership for their consideration and approval, with the request that if these bills met with their approval, that they write their representatives and senators requesting favorable consideration. I am wondering how many of you complied with his request. You cannot hope for results satisfactory to your interests unless you do your part in using your influence with your representative and senator in the interest of the measures affecting your business. If you should care to investigate the matter, you will find that many organizations no greater than ours, and who should not be more interested in legislation than we are, keep high-salaries lobbyists in Topeka during the session of the legislature for the express purpose of looking after the interests of their members in all legislation proposed.

**Landlord's Lien.**—A bill we had drawn and introduced at the last session of the legislature would give protection to a purchaser of grain covered by mortgage, or by landlord's lien. This bill was known as House Bill 515, as follows:

Section 1. Every landlord claiming a lien upon growing crops upon the lands of his tenant or tenants shall file with the register of deeds of the county in which such land is located, a copy

of the contract or lease with said tenant, or if there be no written lease, the landlord shall file a notice that he claims such lien, which lease or notice shall be filed on or before the 20th day of June of the year in which such crops are grown.

Sec. 2. In addition to the fees now provided by law, for the filing of papers in the office of the register of deeds, there shall be charged and collected by the register of deeds, an additional fee of 25 cents for each lease which operates as a lien upon growing crops, for each notice of a landlord's lien upon growing crops, and for each chattel mortgage covering growing grain or crops.

Sec. 3. It shall be the duty of the register of deeds of each county, as soon as possible after the 20th day of June of each year, to prepare copies of lists of all leases operating as a lien upon growing crops, all notices of landlord's lien upon growing crops, and all chattel mortgages upon growing crops or grain on file in his office on the 20th day of June of such year, which list, as soon as completed shall be furnished to each and every grain dealer or buyer of grain who applies for such list. No charge for such list shall be made to grain dealers or buyers of grain.

Sec. 4. Every person selling or offering to sell any grains or other crops, who has previously executed a mortgage upon grain or growing crops, or who is farming lands which are covered by a lease which operates as a lien upon crops growing, or, who is operating land which is covered by a landlord's lien, notice of which has been duly filed in the office of the register of deeds, and who represents that such grain or crops sold or offered for sale are not covered by such chattel mortgage or landlord's lien, shall, upon request to the person buying such grain, make and deliver to said buyer an affidavit stating that such grains were not grown upon land covered by such landlord's lien, or chattel mortgage, and that such grain is not subject to any such landlord's lien or chattel mortgage. Every person making any false statement in any such affidavit shall be guilty of the crime of perjury, and shall be punished as provided by law for such crime. Such affidavits in the hands of such buyers shall be prima facie evidence that grain purchased by him was not subject to a landlord's lien or chattel mortgage, and no such buyer of grain shall be required to pay any such landlord or mortgagee unless it be conclusively shown that such grain was subject to such landlord's lien or chattel mortgage.

The first section of this bill makes it mandatory on the part of all land owners leasing land to tenants on cash payment or the crop share plan, whether written or verbal, to file notice of his lien with the register of deeds. It would not work a hardship on any land owner and would give protection to all purchases of grain produced on leased land.

The third section of the bill makes it mandatory on the part of the register of deeds of each county as soon as possible after the 20th of June of each year to prepare from his records, copies of all leases operating as a lien upon growing crops, all chattel mortgages upon growing crops of grain on file in his office, and when requested, shall be furnished to anyone applying for such list without charge.

Section two provides for an additional fee of 25c to be collected by the register of deeds; these officers would not therefore have any objection to the enactment of such a law.

Section four provides for taking care of a proposition where a man offers wheat for sale, where only a part of his wheat is covered by chattel mortgage, and he wishes to sell that which is not covered, he makes affidavit that he is not selling mortgaged wheat and the affidavit is prima facie evidence in the hands of the purchaser, at a later date, should anyone come in and claim the wheat under his mortgage.

Until such legislation is secured, every buyer of grain in our state is taking chances of loss when buying grain. Practically every other industry in the state is protected by law from unscrupulous parties. The lumberman is fully protected by filing lien upon property for which material is furnished. The hardware dealer has the same protection; the contractor is fully protected and the thresherman is protected by statute, giving him the first lien upon all grain threshed. We were disappointed in not securing the enactment of this bill into law, and would recommend that our secretary have this or a similar bill introduced at the next session of the legislature, and if every grain man in the state will give same the support to which it is entitled it can be put over.

The records of our Ass'n show that the work has been conducted successfully; that progress has been made and that we have been going forward so that the year 1926 shows still greater progress in activities in work and in actual benefits of service. I believe that every member of this Ass'n is justified in feeling proud that they are members.

SECRETARY SMILEY presented the following most interesting report on the work of the Ass'n:



## Secretary Smiley's Annual Report.

Generally speaking, the grain trade at large can be likened unto a patient in the middle stages of tuberculosis. A careful diagnosis of the case shows a change in methods necessary, and if the change is not made soon, the business will be carried to the morgue in bankruptcy or receivership ambulance for cremation.

The handling of the wheat crop the past year has been profitable to dealers located in the section of the state where a full crop was produced. In the section of the state where the crop of wheat was a partial or total failure, dealers have attempted to keep their houses open and pay operating expenses handling side lines, such as coal and feed. We doubt if those located in the dry zone of the state have broken even. In the counties in the south central and southwestern parts of the state most dealers report a profitable year's business.

Owing to the general use of the combine harvester, a very large proportion of the crop moved direct from the thresher to the elevator or within sixty days from the harvest. As the season happened, i. e., the market advanced instead of declining during the free movement and as the carriers were able to furnish equipment to move all grain offered promptly, a good margin of profit was secured. While it is not my intention to tell you how to conduct your business, I want to take this opportunity of warning you that you cannot hope for conditions as favorable the coming season.

**Change in Elevator Ownership:** During the year past, seventy-two elevators have changed ownership. That is, we have been advised of his number of changes. You ask why? Most of them have not paid operating expenses since 1921, and they were forced to discontinue business or secure new working capital. It is my opinion that not a single one of these parties will admit that they were to blame for their failure. They blame their competitor or competitors for this. That is only human. In many instances, to my personal knowledge, they were just as much to blame as their competitor.

When any individual, company or concern, engaged in any line of business attempts to do all of the business in a town, he is the one that is headed toward bankruptcy, as the more grain he handles at a loss, the quicker the end. You ask why I bring this matter to your attention at this time? In order that you may profit by the sad mistake of others in the same line of business. I want every grain dealer in the state of Kansas to know that he cannot do business on the same margin of profit that he did ten years ago.

If it meets with the approval of a majority of the grain dealers in our state, I am going to make an effort to arrange for semi-monthly meetings of local dealers throughout the state at central points easy of access. I believe this is partly the solution to the problem.

I hear some one say, you could not get the line companies to send their representatives to meetings of this kind. How do you know they won't? Has it ever been tried? Line companies are in the business for the money there is in it, and it is my guess that they will gladly take advantage of an opportunity to handle grain at their station with a reasonable profit.

**Care of Scales:** I presume that you are aware that collection of claims for loss of grain in transit are becoming more difficult each year. The heads of claim departments are attempting to throw the entire burden of proof on the shipper, i. e. they are demanding that the shipper furnish proof that his scale is at all times weighing within the tolerance allowed. I want you to know that unless you are in a position at all times to verify weights and keep a complete perfect record, that your claims for loss in transit will not be allowed by the carriers. The inspection of scales is a highly technical scientific procedure. Many of these so-called scale inspectors are not familiar with the construction of the different types of scales. He must be able to tell from the performance during the test the condition of the scale. If it happens that the scale is not in tolerance he must be able to determine accurately the reason for the discrepancy and to do or recommend the necessary work that must be done to put the machine in correct weighing condition.

In this connection, I wish to state that the Fairbanks-Morse Co. have fitted up trucks carrying the necessary weights to make accurate test of all scales and if the test shows that the scale is out of condition, the skilled mechanic accompanying this truck can make the necessary repairs. Most of the carriers operating in this state have cars which are equipped with the necessary tools to test and make repairs and you should make requisition for this service before the harvesting of the crop. I would further suggest that you forbid any one to enter your elevator at any time or to examine your records without presenting proper credentials. This word to the wise should be sufficient. You should also have your scales tested for accuracy at least once a year, as the test weight of wheat is a factor in establishing the price.

**Overloading Cars:** During the past season, many shippers in the southwest and central

parts of the state, acting on the advice of railroad representatives, loaded cars 20 to 30% above the stenciled carrying capacity. Upon arriving at first scaling point, hundreds of overloaded cars were reduced in weight to 10% above the marked capacity and the excess load was sold to the best possible advantage and the shipper notified to file a claim for the amount for which the overload was sold. Instead of remitting the proceeds of the sale, the shipper was compelled to file claim and await the pleasure of the claim department to reimburse him.

As the tariff on file with the I. C. C. does not provide for overloading cars in excess of 10% above the marked capacity, the shipper assumes the risk. We do not consider it good policy to overload cars but if you insist on doing this for your own protection, have the notation appear on the original bill of lading, "loaded to 20% above marked capacity by order of blank railroad representative" and have the agent for the company sign the bill of lading. Then, if the load is reduced in transit, it will be at the expense of the carrier and you can recover the full value of the grain based on final destination sales.

**Written Contracts:** During the past two years I have endeavored to have all country grain dealers confirm all sales by letter using printed blanks for this purpose. I have only partially succeeded. I have used all of my persuasive powers to convince country shippers that a confirmation is a contract and as practically all trading in grain is done by telephone, the seller allows the buyer to make the contract. Practically every arbitration case submitted to the arbitration committee of this ass'n is based on misunderstanding of contract.

**Delayed Reinspection:** Practically all terminal market rules provide "Purchasers of car lots of grain shall have the privilege of calling for reinspection or Federal Appeal by 1 o'clock p. m. of the second succeeding business day after the car is purchased, provided, that if on account of loading, or for any other cause, a proper sample cannot be obtained (and the certificate of the sampler or inspector to that effect shall be proof sufficient) and the purchaser shall so notify the seller by 1 o'clock p. m. of such second day, the time for calling reinspection or Federal Appeal shall then extend to such time as proper sampling can be made, provided the car remains within the jurisdiction of this Board. If such car is shipped beyond the jurisdiction of this Board before such sample is secured, it shall be construed that the purchaser waives the right to sampling and re-adjustment.

Provided, further that any charges accruing on account of inability to secure such sample shall be paid by the seller." As we interpret this rule, it will also apply on grain sold to arrive. Unless the purchaser calls for reinspection before 1 p. m. of the second succeeding business day, he must accept grain tendered on contract on the original certificate. There are some markets whose rules still provide for reinspection upon arrival at elevator to which sold. This is an unjust rule as the seller has no means of knowing that cars are being delayed after sold and ordered.

**Federal Inspection:** A bill was introduced at the last session of the Congress by Senator Frazier, known as Senate Bill 5696, and introduced in the House by Rep. Burtness, as H. B. 16776, with the sanction and approval of the Secretary of Agriculture, providing for amending certain section of the Grain Standards Act of Aug. 11, 1916, and adding thereto an entire new section. If such measure should be enacted into law it would in effect make null and void the act of the legislature in different states in creating and maintaining inspection departments for the reason that it would deprive such departments of the authority as agents of the Federal government, to make tests and determinations and issue certificates. As far as we know, there has been no call from the grain growers of Kansas or the adjoining states for the abolition of the present system of grain inspection and the only claim made for abandoning the present system is that it would relieve the Federal government of financial obligation for the general supervision of the work in this and other states of the Union. Owing to the greater efficiency of the state departments, there has been fewer calls for federal appeal and as a result, this branch of the Bureau of Markets has been drawing heavily upon the appropriation made by Congress to carry on its work.

We believe that if the grain growers of this and adjoining states were familiar with the Bureau of Markets, and the Board of Review in Chicago, that they would enter a protest against the taking over of the several state departments as provided for in this measure.

When the Federal Trade Commission was created by an act of Congress, and a comparatively small appropriation was made for carrying on the work, few, we believe, realized at the time that in a few years this branch of the government would attempt to interfere with private business throughout the country as they have to such an extent that in a number of instances, appeals from their decision have been carried to the courts and in a large number of instances, the courts in making their decision

have rebuked this branch of government for its interference with private business.

Is the time coming when all state rights will be surrendered to the Federal government? Is it not a fact that under government supervision, expense of maintaining departments has been materially increased? Is it not reasonable to assume that should this measure be enacted into law, that the cost of inspection would be increased? Is it not reasonable to assume that the same arbitrary methods would be adopted by this department that have been adopted by other branches of the government? Is it not reasonable to assume that under government supervision the number of points where inspection is now maintained, would be discontinued? We feel that this attempt on the part of the Secretary of Agriculture is unwarranted, uncalled for, and should be opposed by the grain growers and grain handlers of the country. Once adopted, whether satisfactory or not, it would be a difficult matter to repeal the law creating this department.

**Legislation:** We believe that you will be interested in a brief review of the several bills introduced in the last session of the legislature, in which you are interested. The bill divorcing the Kansas Inspection Department from politics is now a law. Under the provisions of this act, any applicant for the office of Chief Grain Inspector, must have had at least three years' actual experience in the grain business before he can qualify for the position. Under the provisions of this act, the governor could not appoint a man for this position without this qualification. This provision will eliminate ninety-nine per cent of the usual applicants for the position. Under the provision of the act, the chief inspector is authorized to appoint assistant inspectors, supervising inspectors, weigh masters and supervising weighmasters, who, in his judgment, are qualified to superintend the inspection and weighing of all grain at all points within the state, where inspection and weighing is done. In other words, under the existing act, the Chief Grain Inspector is given full authority to hire and fire all employees, and this should tend to improve the service.

There is also a provision in the act making it mandatory on the part of all deputies or officials serving under the chief, before opening the doors of any cars, containing grain upon their arrival at any of the several places designated by law as terminal points in this state for the purpose of inspecting the grain, shall first ascertain the condition of the cars, and determine whether any leakages have occurred while cars were in transit. Also whether or not the doors are properly secured and recording the facts in a book to be kept for this purpose. A record of all original seals broken by said officials, and the time when broken; also a record of all state seals substituted therefor, and the time when such seals were substituted, together with a full description of the seals with their numbers, shall be made by the officials.

The newly appointed chief inspector, Mr. Fink, has assured me that this provision of the law will be fully carried out. We have reason to believe that hundreds of cars of grain arriving at terminal markets have developed leaks in transit and that these leaks are repaired or covered up by the carriers before reaching unloading point.

Under the provision of this act you will be furnished a complete record of your cars, from their arrival in the outer yard until their delivery to the industries. This should enable shippers to recover for many losses that occur during the rough handling of cars in breaking up their trains in the outer yard. A copy of this report will be furnished to any shipper by the chief inspector upon request.

An act amending the Season Laws of 1921, providing that 5% of all monies collected by the inspection department be credited to the general revenue of the state instead of 10% as provided in Chapt. 34, Art. 1 of the Revised Statutes of 1923. During the past two years \$81,187.00 of the total funds collected by the inspection department for inspection and weighing of grain has been credited to the general fund of the state. The enactment of this law will mean a saving of approximately \$25,000 per annum to the producers and shippers of the state of Kansas, and with this provision in the act, the cost of inspection and weighing will soon be reduced from \$1.00 to 60c per car.

Among bills introduced, was one prohibiting interference with the contracts of marketing associations, declaring that such act shall be a misdemeanor and providing penalties therefor. The committee reported that the bill be not passed. It remained on the calendar of the House at adjournment. Had this bill been enacted into law it would have been necessary for every elevator owner and operator to have secured an affidavit from every grower tendering him grain that such grain was not contracted to be delivered to any co-operative organization.

Another bill known as the Weights and Measures Bill relating to weights and measures provided for the inspection of scales and measuring devices and fixing fees for the inspection of all scales, making it compulsory on every scale owner to submit to such inspection. There was



no provision in the act as to the qualifications of these so-called inspectors but it was left entirely to the judgment of the commission of three men to determine the qualifications of all applicants as to their fitness for the position. A provision in the act gave this commission the power to adopt the metric system in the state of Kansas. We were never able to determine who was the author of the bill. The committees of the House and Senate after considering the bill recommended that it be not passed. Had this bill been passed there is no doubt but what a hord of college students, carrying test weights in their coat or vest pocket, with the proper credentials in their possession, demanding of you that you permit them to test all scales and weighing devices and measuring sticks, etc., for which a charge or fee amounting from \$2.50 to \$7.50 would have been collected to maintain the expense of the department.

Great credit is due Senator Dalton, of the Senate, and our president, Mr. Cave, of the House, for securing the enactment into law of the first two named bills, and the defeat of the last two named bills. Both of these gentlemen were untiring in their efforts to secure the enactment of the laws first referred to and the defeat of the other two measures.

**Benefits of Organization:** I wish it were possible to impress upon the minds of all elevator owners and operators in our state the direct benefit to be derived from the many accomplishments of our organization. We believe that if this were possible, that every elevator owner and operator in the state of Kansas would give to the ass'n his moral and financial support. If they could be made to realize that some organization must look after their interests and that they were helpless without an organization they would surely give their support to the Kansas Grain Dealers Ass'n. While the secretary does not question your loyalty to your organization he believes that every member of this organization should do his part toward securing the moral and financial support of every elevator operator in our state. It is not possible for your secretary to visit every point in the state annually, and as changes are taking place, new people are taking the place of those who are members, and it makes it difficult to maintain our membership. If this organization would adopt the slogan of the Grain Dealers National Ass'n, "Every member get a member," we would have no trouble in maintaining our maximum membership and we believe have no trouble in securing new members.

**Local Meetings:** Our local or group meetings will be held in May this season instead of in June. We will hold meetings in Iola, either Pittsburg or Parsons, in the southwestern part of the state, Emporia, Salina, McPherson, central, Platt, Liberal, Dodge City, in the southwestern part of the state, and Colby, Norton, Phillipsburg and Downs in the northwestern part and north central, Marysville, Clay Center and Hiawatha in the northeastern part of the state and Superior, Nebraska.

Bring your troubles to these meetings where they can be discussed.

L. E. HOWARD announced evening entertainments for the visitors and their wives.

President Cave announced the following com'ites:

Resolution—S. W. Grubb, Topeka; J. F. Mayer, Dodge City, and Chas. Geiger, St. Joseph.

Auditing Com'ite—C. A. Kalbfleisch, Harlan, and H. B. Wheaton, Hugoton.

F. D. Bruce, Geo. Gould and R. E. Harrington were appointed sergeants of arms with full power to arrest grain dealers outside the meeting hall and assess fines for chronic absenteeism. [Laughter and applause.]

Adjourned to 2 p. m.

### Thursday Afternoon Session.

The second session opened at 2 p. m., Thursday, with community singing, led by C. L. Parker.

PRES. CAVE introduced C. D. Sturtevant of Omaha, President of the Grain Dealers National Ass'n.

MR. STURTEVANT extended a hearty invitation to the dealers to attend the annual convention of the national organization in Omaha next October, and said he had found he was able to learn a lot more about his business and do more business as a consequence of belonging to his ass'n and attending meetings than otherwise. Then he told about "Farm Relief Legislation."

On behalf of the Grain Dealers National Ass'n, I would like first of all to extend to the members of the Kansas Grain Dealers Association and their friends a most hearty and urgent invitation to come to Omaha next October upon the occasion of the 31st Annual Convention of your National organization. We expect to have at this meeting the largest attendance in our history. We will have a fine program—well-known speakers on important and interesting subjects—a little entertainment and very few formal reports for you to listen to. It will give you an opportunity to meet your customers—your friends and your competitors, and we want you all to be there.

The National Ass'n, like your own, stands for square dealing—business honor—arbitration of business differences—better business methods—and above all it fosters business friendships and a better understanding of each other's problems. I have been attending conventions for 25 years, and I consider the friendships I have made on these occasions to be the greatest business asset I have.

Our Ass'n was one of the first of the national commercial organizations to adopt and enforce compulsory arbitration. Working with the state ass'ns we have codified the trade rules and have year by year, and little by little, persuaded the exchanges to standardize their rules to conform to ours, until today the immense volume of daily transactions in cash grain from the Atlantic to the Pacific, and from Canada to the Gulf, is conducted on a firm basis of clear understanding and business confidence. Year by year as the trade rules have been used and better understood, disputes have decreased in number until we at the present time have hardly enough business to keep our Arbitration Com'ites busy.

In addition to our arbitration work, the Ass'n has always been active in Washington whenever matters affecting the grain trade have been under consideration at the National capitol. We have consistently laid before congressional com'ites, and other investigating bodies, departmental heads, and individuals, our best views on the problems under consideration, and when you consider that the grain trade has been under almost continual investigation by governmental agencies for the past 20 years, you will appreciate the importance and magnitude of this work. We believe the men in the trade know more about the problems of grain marketing than anyone else because they have had the actual experience in the work, and we also believe that experience and knowledge is of great value to the Governmental agencies and should be used by them.

Our latest efforts in this line of work have been in opposition to the McNary-Haugen Bill and other similar measures that propose to artificially advance the prices of grain by means of Government fostered manipulation. We have not opposed these measures because we are at odds with the result they seek. The grain trade has always enjoyed its highest prosperity during periods of high prices, and we believe that will always be true no matter whether the high prices are the result of natural conditions or of artificial manipulation. We oppose these measures because their very basis is false—because their apparent and temporary popularity is the result of cheap political clap-trap and popular clamor. A few high-sounding catch phrases that have appealed to the popular fancy—not so much to the farmer or grain dealer who has first hand knowledge of these matters, but to the layman—the man on the street in the cities and towns who thinks his lack of apparent pros-

perity is due to the farmers' troubles—who believes that if the farmer had more money to spend he would get his share, and who is perfectly willing that so-called Economic Experts should experiment with the farmers' dollar—knowing the farmer will have to pay. Few of the men who advocate these measures—few of the politicians who voted for the McNary-Haugen Bill have any firm conviction that it will really help the farmer. They accept it, work for it, and vote for it, purely as an experiment and tell us to hope for the best, and that if the experiment should fail they will at least learn by experience how to frame a measure that will work. Is that sound business, and do you suppose for a moment that any of these men would consider applying this kind of reasoning to their own affairs?

Mr. Sturtevant then read his paper on "Farm Relief Legislation," which is published elsewhere.

SECY SMILEY asked, How would the equalization fee be collected?

MR. STURTEVANT: These fees might be collected at first sale, in transportation, or at process factory, tho there are serious difficulties in the way of full and complete collection in each case.

It would be impossible to collect any fees on farmer to farmer movement or farm feeding of grain as in the case of most of the corn raised.

L. H. POWELL of Wichita said:

We have gone in our studies just about as far as the promoters of farm legislation inasmuch as a plan has been outlined. Beyond that we don't know what to do.

As soon as a business becomes profitable we all rush into it.

The McNary-Haugen bill would be unlikely to help the small farmer who actually needs help.

It would be fortunate if we would carry such impossible plans no farther. It would be well if Congress would stop wasting time with impossible farm relief legislation and turn its attention to more profitable and more helpful activities. It can do much by educating the farmer to improve his condition.

Possibly Congress can shift part of the burden of transportation to other lines and that might help some, but you can't legislate value into a wheat crop.

ALBERT WEAVER, Bird City, called upon by Pres. Cave, said:

While Congress has gone too far and got lost in its own entanglement, it is possible that if the problem had been attacked in a small way first, it would have found a way to help the farmer to a position on a level with other industries.

I believe the farmer is discriminated against and that had the bill been effectual, amendments might have developed it into a solution.

T. B. ARMSTRONG, Ass't Grain Inspector of Kansas, gave an address on the "Kansas Grain Inspection Department." He said:

John Baker, Traffic and Claim Manager for the Kansas Grain Dealers Ass'n, Kansas City, spoke on "Claim Service."

### Claim Service.

Hundreds of thousands of legitimate claim dollars have been lost thru shippers' failure to keep accurate records.

In order for me to collect your claims it is necessary that you do your part. Records on



Members of the Kansas Grain Dealers Ass'n Caught on the Roof of the Kansan Hotel, Topeka.



The cause of claims begin with 1912. Let us consider the records of 1920. Total claims that year equalled \$121,844,283, of which \$5,500,000 was grain. In 1925 claims totalled \$48,000,000, of which \$2,455,641 were on grain. This is considerable less. It shows the railroads are checking up more and more and tightening up on the payment of claims. It is getting harder for the grain man to collect.

The causes for the railroad claims on grain in 1925 were classified as follows: Defective equipment, \$1,313,860; unlocated loss, \$604,069; improper handling, \$35,482; delay, \$118,593; robbery, \$37,501; wrecks, \$285,436; rough handling, \$16,623; error of employees, \$34,342; fire losses, \$9,735.

Carriers have made an enormous saving by their cause and prevention program. They are paying fewer and fewer claims right along.

We shippers must do something or we're lost. Some morning railroads will refuse to pay anything. Then recourse is only in the courts of law. Too many of us have kept careless records and would be unable to collect in that manner.

Many of our poor weights come from carelessness and speed in weighing. Claims which result are uncollectable.

It is necessary to make and keep accurate records, and bills of lading. You have done so to such an extent that the use of an affidavit has almost been eliminated in the state of Kansas.

Have your scales inspected regularly. A large number of records, apparently are all right on the face, but become valueless when the scales are inspected.

Don't show weights on a bill of lading if you have no shipping scale. Better to pay a little more freight and have the load weighed at the first track scale. Then you will have an accurate weight on which you can base a claim if anything goes wrong. Otherwise such claims will be uncollectable.

Ten reasons why a lot of the 1926 claims were and are uncollectable:

1. Having one weight on the B/L and another on the claim.
2. Having one weight on the B/L and showing a different weight on the scale ticket.
3. Making out the B/L before loading the car, then loading short but failing to change the weights on the B/L to the correct figures.
4. Duplication of scale starting and stopping numbers.
5. Using wagon weights, but failing to show gross, tare and net.
6. Using estimated weights and having unrepaired and leaking spouts. All grain weighed out should go into the car.
7. Leaving a scale untested simply because it is automatic.
8. Speeding up on loading. It is impossible for a small scale to weigh out 10 to 13 cars a day accurately.
9. Furnishing scale tickets with claims and then writing to the carrier announcing no weights were obtained.
10. Using old and worn-out scales and so advising the carrier.

Overloading a car will interfere seriously with the collection of claims against it. The tariffs are very clear and the courts will not likely honor claims on overloaded cars.

We have elevators in the state of Kansas that are short 100 to 1,000 pounds on every car shipped.

Data from the terminals shows improvement for 1926 in the leaking car situation. St. Joe had 15%; St. Louis 8.3%; Kansas City (in February only) had 19.7%. Last year the total grain car figures showed 20.6% leaking. This year we expect records will run quite a bit less than 15%.

Please keep accurate records. Then we can do everything possible to collect honest claims.

Railroads are doing all in their power to train

their men to keep accurate records. This is helping them to avoid payment of claims.

SECY SMILEY said: More claims result among inbound lumber cars which are loaded out with grain then among any others. This is because the swaying of a lumber loaded car will often spring the ends. When the car is emptied the ends spring back and when reloaded with grain a leak develops. Examine such cars carefully before loading.

Adjourned to Friday morning.

## Friday Morning Session.

The third session opened at 9:30 a. m., Friday, with community singing led by C. L. Parker.

## The McNary-Haugen Debate.

PRES. CAVE introduced Ralph Snyder, pres. of the Kansas State Farm Bureau, who took the affirmative in a debate on "Resolved, That the McNary-Haugen Bill if Enacted Into Law Will be of Direct Benefit to the American Farmer."

## The Affirmative.

MR. SNYDER: Grain men are opposed to the McNary-Haugen bill because it would hurt their business. The problem is more important than the business of any one man. Histories show the downfall of any nation has always followed the downfall of its agriculture. No one can deny that American agriculture is in a deplorable condition.

Taking the period of 1909 to 1914 as normal, the purchasing power of the farmer decreased to 69% following the war. In 1925 it was 92% and we were hopeful that natural laws would pull us out of the mud. Now it is back down to 85%.

In 1919, a good year, agriculture got only 18% of the national income and it constitutes 30% of the population. In 1926 it got only 7% of the national income.

The purchasing power of labor has gone up to 128% of what it was before the war.

The purchasing power of agriculture has had a definite line of decline since 1900. This is an outgrowth of the ability of industry to organize and obtain legislative help. Industry has the protective tariff. Agriculture has no protection.

Under present conditions the surplus sets the price. In order to take advantage of the protective tariff it is necessary to get rid of the surplus.

It is impossible to organize the farmers solidly the way industry has organized. There are too many of them. The small minority always breaks the organization.

Agriculture has no one man big enough to compel close organization. It is asking of Congress no more than any other industry, but it is asking it in a little different way.

Under the McNary-Haugen bill the surplus would go on the world market. The equalization fee collected at point of export or at process point would be the same sort of a fee that the union labor man pays to protect his wages from cutthroat competition.

We had planned to keep control of the board as nearly as possible in the hands of the farmer. We may have gone a little too far in this respect. Personally I advocated giving the President full control in the appointing of the board.

The equalization fee is not a tax, it is a fee for the privilege of protection.

We are asked why provide protection only on the six basic commodities. Because those are the only commodities in which we have an exportable surplus and need protection.

Similar laws in other countries all have an equalization fee attached to them. Apparently they are successful. Why shouldn't it be successful here?

Geo. R. Gould, of Bucklin, Kans., took the negative side of the same question.

## The Negative.

MR. GOULD: During the course of the speech that preceded me we were given a deplorable picture of the farmer headed toward the poorhouse. Anyway, we have the knowledge that they are going there in their own automobiles. [Laughter.]

While 30% of the population of the U. S. are farmers they have 42% of the autos in the country.

Figures given by one farmer show his costs on growing wheat are \$1 per bushel. The costs of growing wheat have decreased 15% to 25% in the last six years. Doesn't that make up for the loss in purchasing power?

We have heard a lot about the control of prices by industry.

Does that necessarily preclude the same remedy for the farmer?

When the 1920 slump came the U. S. Steel Corp. cut its production to 30% of capacity. It had to or else go broke. The same is true of the farmer.

"Twilight lands" are always put to use when a large margin of profit can be made on them. This is overproduction and must cause depression.

There are so many and such serious objections to the bill that it will be impossible in 30 minutes to discuss even a portion of them. President Coolidge, in his veto message to the Senate, used about 12,000 words. It would require about two hours to read his message to this assembly. If you have read the President's message you found many very pointed objections to the bill and not one word in commendation of it.

The McNary-Haugen bill is one more case of "Let the government do it." It is just one more tendril for the malignant, cancerous growth of too much government in business. Alexander Hamilton once said that "the biggest danger to a government is too much of it." As a people, we are too prone to "Let the government do it." This applies to duties to be performed by some government agent ranging from ward or precinct officers to the head of our government at Washington.

We have laws regulating us minutely in everything we do from birth to death. The doctor, who opens our eyes at birth, must do so according to health laws and regulations. The undertaker, who lays us out after death, must embalm us according to law. The food we eat is government inspected and the clothes we wear have passed under the critical eye of a government agent several times since the time the cotton left the plantation or the wool left the ranch. The government tells us what we shall or shall not drink, and from whose cup we shall drink it. In Kansas we are told when we may learn to smoke, what we shall smoke, and where we will smoke it. The electric wiring and lighting in our homes is government inspected. The government registers and licenses our automobile, taxes the gas which pulls it, builds the roads on which it runs.

We have so many laws that the story of two friends who became involved in an argument as to whether or not a man could live a day in Kansas without violating a law seems appropriate. These two friends argued as seriously as Mr. Snyder and I are arguing today, but could reach no conclusion. Finally, they made a bet of \$25; one man contending that he could live a day in Kansas without violating a law, and the other contending that it could not be done. The wager was placed, and, on the day chosen for the trial, the man who had bet that he could live a day without violating a law, remained in bed in his hotel room. About ten o'clock that morning a hotel inspector pulled him out of bed and fined him \$50 for sleeping under a sheet less than nine feet long. [Laughter.]

The government requires us to tell just how much money we make, and how we make it. The government, thru some of its bureaus or other



Kansas Dealers at Topeka Meeting March 24-25.



agencies, gives us information on how to care for the baby, cull the hen, milk the cow, and butcher the hog. It seems to me that we are rapidly approaching, if we have not already passed, that point, which Alexander Hamilton had in mind, when he said, "The biggest danger in government is too much of it." The number of men in government employ, federal, state, county, and local, has now reached ten per cent of our population, and the money we pay them for their work takes one-seventh of our gross income.

The McNary-Haugen bill would add a few more million dollars to the tax budget and a few more thousands to the number of government employes.

In order to give you some idea of the magnitude of the personnel required by the McNary-Haugen bill I shall quote from the bill:

"A Federal Farm Board is hereby created which shall consist of the Sec'y of Agriculture, who shall be a member ex-officio, and 12 members, one from each of the 12 Federal Land Bank districts, appointed by the President of the United States, by and with the advice and consent of the Senate, from lists of eligibles submitted by the nominating com'te for the districts, as hereinafter provided.

"There is hereby established a nominating com'te in each of the 12 Federal Land Bank districts, to consist of five members.

"The Board is hereby authorized and directed to create for each basic agricultural commodity an advisory council of seven members fairly representative of the producers of such commodity."

After stating the procedure necessary to put the Board into operation in the marketing of a basic farm commodity, the bill reads: "During such operations the Board shall assist in removing, or withholding, or disposing of the surplus of the basic agricultural commodity by entering into agreements with cooperative ass'ns engaged in handling the basic agricultural commodity, or with a corporation or ass'n created by one or more of such cooperative ass'ns, or with persons engaged in processing the basic agricultural commodity.

"The board may appoint and fix the salaries of a sec'y and such experts and such other officers and employes, and make such expenditures as may be necessary for the execution of the functions vested in the board.

"The board shall keep advised, from any available sources, of crop prices, prospects, supply and demand, at home and abroad, with especial attention to the existence or the probability of the existence of a surplus of any agricultural commodity or any of its food products."

Thus, we see that there is provided for an organization whose duties will extend to the grass roots of every acre of tillable soil in the United States and to every probable or possible consumer of agricultural commodities in the whole wide world. Can you imagine the magnitude of such an organization?

The bill provides that the Board shall have authority to make contracts with and guarantee profits to ginners, warehousemen, and textile manufacturers, to elevator operators, millers, bakers, and exporters, and to butchers and packers. Some conception of the magnitude of the required organization may be had when we consider that if the wheat, the corn, and the cotton crops had been under its operation in 1925, it would have handled an aggregate of 16,034,466,679 units. The proposed McNary-Haugen organization would of necessity be many times larger than that of the Interstate Commerce Commission, and would cost proportionately more to operate it. The Interstate Commerce Commission costs somewhat over five million dollars annually. There is no limit placed upon the amount the McNary-Haugen organization may spend.

A bill providing for the spending of such a large sum of money should provide the means of collecting the money. The Bill appropriates \$250,000,000 to be used by the Federal Farm Board, and provides, further, "In order that each marketed unit of a basic agricultural commodity may contribute rateably its equitable share to the stabilization fund hereinafter established for such commodity; in order to prevent any unjust discrimination against, any direct burden or undue restraint upon, and any suppression of commerce with foreign nations in basic agricultural commodities in favor of interstate or intrastate commerce in such commodities; and in order to stabilize and regulate the current of foreign and interstate commerce in such commodities . . . there shall be apportioned and paid as a regulation of such commerce an equalization fee as hereinafter provided.

"Prior to the commencement of operations in respect of any basic agricultural commodity, and thereafter from time to time, the board shall estimate the probable advances, losses, costs, and charges to be paid in respect to the operations in such commodity. Having due regard to such estimates, the Board shall from time to time determine and publish the amount for each unit of weight, measure, or value designated by it to be collected upon such unit of such basic

agricultural commodity during the operations in such commodity. Such amount is hereinafter referred to as the 'equalization fee.'"

Senator Reed of Missouri, while the McNary-Haugen bill was under discussion in the Senate, had this to say about it: "The ultimate workings of the bill, in giving a government board power to collect an equalization fee on what the farmer raises would reduce the farmer to a state of peonage to the government.

"Whenever the government can say to a citizen: 'Against your will we will take some of your property and turn it over to a board or bureau to be expended' you are taking property without due process of law. And if you take 10% of what a farmer has produced in the guise of a fee, you can take 20% or 50%, and whenever the government can take away a part of what a man justly has acquired, not by general taxation, but for a special purpose, that man is a slave. This means the establishment of agricultural peonage if it is carried to its legitimate conclusion. It means it will deprive people of their right to till the soil and have the result of their endeavor. That is not freedom. That is not liberty. That is not Americanism. That is tyranny. It is brutality. It is infamy." We will pass to the discussion of its theoretical operation.

President Coolidge gives 29 distinct points against the bill. Henry Ford says that it is the "most asinine piece of legislation ever attempted against an honest agriculture."

Now, gentlemen, we have shown that the McNary-Haugen bill provides for one more gigantic bureau, the operating expense of which would be enormous, and whose operations would show a net loss exclusive of operating costs to the farmers.

It seems to me that the main trouble with the farmer is that he has been told that he is sick or dying, so loudly and so often that he is beginning to believe it. As you know if everybody one should meet would tell him how badly he looks and how he must be sick, it would be only a short time until he would be sick. The farmers generally are getting to the point where they feel sick.

The thing the farmer needs is a little self-analysis and hard thought on his own part. His perspective should be somewhat broadened.

About eight years ago the cattlemen were hit by a period of overproduction and low prices. For the past three years you have not heard much complaint from them. A little later the wheat farmer wailed long and loudly. You have not heard him complain for three years. Last year and to the present time the corn farmers have made a lot of noise. Just now the cotton farmer is telling the world he has a surplus of cotton, and the price is so low he cannot afford to produce the commodity at prevailing prices. In each case the cause and result is the same.

Three years ago I talked to a cotton planter, and told him that we would see cheap cotton some time in the future. He was confident that the cotton industry was organized to the extent that low-priced cotton would never come again. I told him then that the land being put into cotton was on the increase, that gins were running 200 miles north of where they had been running five years before, that Arizona, New Mexico and Utah were coming into cotton production. You all know what the result has been. A big acreage last year, and a boost by Mother Nature, produced the largest cotton crop in history. There could be but one result, lower prices.

Right now our wheat acreage is moving back into the cotton producing territory and if nature should be very favorable this summer we will see low-priced wheat this fall. A period of high prices in any commodity brings greater production and in the end lower prices.

The farmer is the man who should remedy this condition. You may recall that a few years ago our Northwest was the sore spot on the agricultural map. Farmers were broke. Banks failed. The Non-Partisan League tried to let the government do it. Results were not exactly satisfactory.

Then the people got down to earth and began to figure for themselves. The result has been marvelous.

MR. SNYDER was granted ten minutes in rebuttal, but rambled aimlessly as before, without disclosing a clear understanding of the harmful effect of the enforcement of such a law on the intelligent and industrious farmers of the land who believe themselves fully competent to market their own products.

PRES. CAVE, following the rebuttal of Mr. Snyder, said: Knowing the membership as I do, and feeling that it would be unfair to Mr. Snyder to ask this audience to give a decision on this debate, but as president of this ass'n, in behalf of its membership, I want to say to Mr. Snyder that we greatly appreciate your coming before us and giving us the farmers' viewpoint on this question, and though we may not exactly agree with you in this matter, I want to assure you that this organization has the kindest feeling toward the farmers of Kansas, and at any time we can be convinced that any legislation offered by Congress will really be constructive to him and that is being supported

by the farmers thruout the country, this organization will be glad to support it heartily and will be glad to work with you and your organization or any other farmers organization in securing such legislation.

Adjourned at 2 p. m.

### Friday Afternoon Session.

The fourth session was opened with community singing led by C. L. Parker.

### Loyalty.

R. T. WILLETTE, sec'y of the Atchison Board of Trade, talked on "Loyalty to Your Organization." He said the Kansas Grain Dealers Ass'n members do not need to be told anything about loyalty. The fact that they traveled so far to attend the convention is sufficient proof that they have it.

Loyalty precludes fidelity and admiration. It means steadfast belief in the principles of organization and admiration for its high purpose.

Loyalty includes constructive criticism. A member that goes out and knocks his organization to others instead of the authorities of his organization is being disloyal to his organization and to himself.

Loyalty includes an active interest in the activities of the organization. Every member should work in its interests and prove his loyalty thereby.

F. A. DERBY, Topeka, gave a discussion on the "Future of the Grain Business." His paper will be published in the next number.

SECY SMILEY told the dealers that the Kansas Grain Dealers Ass'n had never placed any obstacles in the way of the development of the co-operative movement. He felt it necessary to state this in view of a remark on the part of the affirmative speaker in the debate of the morning session, that indicated a belief the grain dealers stood opposed to any farmers movement, particularly the McNary-Haugen bill. A number of co-operatives belong to the Kansas regular organization. Where co-operative elevators have been conducted on sound business principles they have been often truly successful.

DAVID PAGE, Topeka, read an interesting and instructive paper on the "Combine Harvester Problem," which will be published in the next number.

MR. GERALD of the Santa Fe Railroad remarked that the railroads had some difficulty in handling the stupendous crop that was combine harvested last fall.

Kansas railroads put over a remarkable stunt in the handling of the grain. They bought some new cars and locomotives and went into the season in very nearly 100% condition. All bad order cars were immediately sent to the shops, and the equipment was kept up. This year they are preparing the same way.

In Santa Fe territory we have found about 3,500 new combines in use. Capper says nearly 5,000 new ones are in use and that the use of the machine is increasing. If a third of the crop was harvested by combines last year it is easy to see half the crop harvested with the machines this year.

Last year the weather favored us. All reports at present indicate just as large a crop in our territory this year as last. Unless the Lord favors us with good weather we are going to have a hard time handling it.

Sec'y Smiley presented the following financial report:

### Financial Statement for the Year, 1926.

DISBURSEMENTS.	
Rent .....	\$ 420.00
Sight drafts returned .....	104.00
Postage .....	206.00
Telephone .....	96.85
Refund dues .....	13.00
National dues .....	300.00
Taxes .....	5.07
Printing .....	471.70
Supplies .....	52.10
Secretary's traveling expense .....	556.97
Salary account .....	6,200.00
	\$ 8,425.69
Balance Jan. 1, 1927 .....	2,690.53
	\$11,116.22

[Continued to Page 357.]



# Farm Relief Legislation

Address by C. D. Sturtevant of Omaha before Kansas Grain Dealers Ass'n

Is this agricultural community to be made the subject of a political clinic and submit to an experimental operation that may be a success (for the operators) even tho the patient should die?

This experiment has gained much popular support by reason of the clever phraseology of some of its advocates:

**Orderly marketing.**

The farmer buys on a protected market—and sells at world prices.

Liverpool prices less the cost of transportation.

Industry is protected—Labor is protected—Railroads are protected—Why shouldn't the Farmer be protected?

Each catch phrase at its best only a half or a quarter truth when applied to any one of the so-called basic products.

"Orderly Marketing" is a catch phrase based on the fallacy that grain is sold to the middleman at depressed prices at harvest time and by him held and sold to the consumer at unreasonably high prices in the spring.

The facts are that we have the most orderly system of marketing grain the world has ever known. The futures market acts as a balance which maintains values all during the crop year. The statistics of the Department of Agriculture show that year in and year out the farmer who sells his grain at harvest time will obtain the highest returns and that the appreciation in the price per bushel of his grain between harvest and spring is not enough on the average to pay the cost of storage plus interest and shrinkage. You gentlemen know that from experience. What opportunity has there been in recent years to accumulate corn and wheat during the after-harvest run and make a living selling at higher prices in the spring?

The Canadian wheat pool started operation on the basis that they would market one-twelfth of the crop each month, and they netted their members less than the farmer who stayed out of the pool. They now admit they were wrong and say they must sell their wheat when there is a demand for it, and that is sound merchandising—give your customer what he wants and when he wants it. The futures market furnishes the opportunity to do that very thing. If the demand for cash wheat is slow, sell the futures and wait until someone wants the wheat and will pay a premium for it.

I hold no brief for speculation, but in the final analysis the speculator is the one who makes this possible. Not every man has the temperament to be a speculator, and that is probably a very good thing; but the speculative element is performing a distinct function in our grain marketing economy. Nine times out of ten he is a bull and is buying grain and thereby helping to advance prices. If he were not a bull, an optimist, he would not be a speculator. I am thoroly convinced that the speculator has added millions of dollars to the price of grain, and that if the futures market and its attendant speculation was legislated out of existence, farm values would materially decrease.

A speculator, according to Mr. Webster, differs from a gambler because he, by study and analysis, seeks to anticipate changes in values due to the operation of the law of supply and demand; while the gambler risks his money on chance. No speculator has ever successfully operated in grain unless he was correct in his analysis of the situation. Many have tried to manipulate the market to their advantage, but unless they were operating upon a sound economic basis they failed.

Take the market during the winter of 1924-1925 when May wheat in Chicago went to over \$2.00. The bulls, aided by the European situation, bought wheat and the market advanced until it overshot the mark and reached a point higher than was justified by world conditions. Some clever speculators in the East, appreciating the situation, commenced to sell short, and while undoubtedly they depressed the market faster and further than if they had not been operating, they only anticipated, as a successful speculator must, basic economic conditions, and temporarily only they manipulated prices. Finally the law of supply and demand, as it always does and always will, made the price, and in the meantime the farmer, due to the operations of the bulls during the fall and early winter, had an opportunity to market his wheat at materially enhanced values. Who suffered from this situation? The farmer or the speculator who did not sell his wheat at \$2 when the opportunity offered itself. Can we in America expect more than such an opportunity?

"Buying on a protected market and selling at world price—Liverpool price less the cost of transportation."—There is a 42c duty on wheat imported to this country. In 1924 under the provisions of the flexible tariff law this duty was advanced from 30c. Why? Because the 30c

duty did not fully protect the northern spring wheat farmer from Canadian competition. If the farmer is not protected by the tariff, why advance the duty, or why have any duty? As a matter of fact the price of northern spring wheat is maintained at a level above the Winnipeg market (and therefore above world values) that fairly reflects the 42c duty, and the farmer does have this protection. Everyone in the trade knows that not in our generation has any appreciable amount of our northern spring wheat crop been sold abroad. This wheat is the backbone of our domestic bread supply—we can't spare any of it for our foreign customers because we don't raise enough of it for ourselves, and we not only use it all ourselves, but we have to supplement it with our western winter wheat to make enough bread for our own use. We also know that when it comes to exports our friends in Oklahoma and Texas are doing most of the business. Do they sell their wheat abroad because they prefer foreign customers? Not at all. Because they can get more money for their wheat in Liverpool, less the cost of transportation, than in the domestic markets protected by a 42c duty. Here then is the picture—

First—Northern spring wheat selling in the domestic market plus 42c duty.

Second—Kansas and Nebraska winter supplementing northern wheat for our domestic bread supply, and therefore selling on the protected domestic market, and Oklahoma and Texas wheat selling at Liverpool price, less cost of transportation. At some point near the Kansas-Oklahoma state line the price of wheat is the Liverpool price, less the cost of transportation, and it is also the world price plus the 42c duty, and that price is one and the same. What will an equalization fee do to the farmer in that locality, and what has become of the catch phrase that the farmer sells at world prices?

Corn.—While the McNary-Haugen bill and other similar measures propose the same remedy to advance prices of both corn and wheat, the problems to be solved are essentially different. We export 25 per cent of our wheat, but we don't export enough corn to have any material affect on values. Less than one-half of one per cent of our total crop is exported, and only a small percentage of the total export goes to Europe at world prices; the larger part goes to Canada and the West Indies at United States prices. Liverpool price has little or no bearing on corn values in this country. We would have to reduce prices ten to twenty cents per bushel before we could compete with Argentine corn in Europe, and if it were not for the 15c per bushel duty, Argentine importations would supply a large part of our domestic demand. I believe the import duty on corn should be advanced, and I believe that if this were done our corn market would advance because even with the present duty considerable corn is imported every year, and every bushel that is imported depresses our domestic price.

I also believe that prohibitive duty on blackstrap molasses for the manufacture of industrial alcohol should be made effective. If this were done we would consume an amount of corn in this industry greatly in excess of our total yearly exportations. The catch phrases which may be quarter truths, or half truths, when applied to wheat are untruths when applied to corn.

In conclusion, the underlying fallacy of all these proposed measures is that they seek to control prices without at the same time controlling production. Industry is protected by the tariff, but does anyone think that protection would be effective if industry produced a yearly surplus of manufactured products? The tariff protects industry only in connection with a restricted production. No manufacturer would deliberately produce a surplus for which he had no profitable sale. The same is true of labor. The immigration laws restrict the number of laborers, and therefore essentially controls production. How can the production of grain be controlled? It is manifestly impossible, because to do so it would be necessary to control the sunshine and the rain. If this be true, how can there be any basis of comparison between industry and labor on the one hand, and agriculture on the other? I believe we must seek our remedy in other directions. It is a problem in merchandising. We must find customers for our goods. We can help by increasing the duty on grain, by placing a duty on molasses and in many other ways; but we cannot in the very nature of things find a universal legislative panacea for our agricultural ills. Wheat is one problem, corn another, hogs another, and cattle still another, and the other basic commodities included in the various bills are all different. Each commodity must be considered by itself, and a sound, logical, economic remedy applied. We do not believe that sound remedy will be found in politics.

## Reforms in Kansas Inspection Department.

Taking the state grain inspection department out of politics was the object of the bill sponsored by the Kansas Grain Dealers Ass'n, which was recently passed in the state legislature and approved by Governor Paulen.

Under this new enactment the chief of the inspection department is appointed by the governor for a term of two years and the chief has the authority to appoint his first assistant and other employes without the approval of the governor as heretofore. The salary of the chief inspector was raised to \$4,000 a year and the first assistant chief to \$3,200.

The bill also provides that all grain cars arriving at terminal markets shall be examined by inspectors to ascertain the condition of the cars and report any leakage and whether the doors are properly secured and sealed.

Evansville, Ind.—The Vulcan Plow Co., of this city, is rushing the government's order for 325 especially constructed plows to be used in the eradication of the European corn borer in northern Indiana and districts of Ohio, Michigan and western New York. These tractor-drawn plows are so constructed as to cut a furrow 4 ins. deeper than the ordinary plow, which will make it possible to turn under completely all infested ground and breeding places of the borer.—C.

## Chicago to Have New Board of Trade Building.

A new sky-piercing structure to cost from eight to eleven million dollars will soon rise on what has been termed the most desirable financial site in America, it was announced recently by the Building Committee of the Chicago Board of Trade.

Henry A. Rumsey, chairman of the committee which has been working on the project for two years, stated that the directors of the exchange had adopted the recommendations of the committee that active operations proceed at once, the Board having had the problem under more or less serious consideration for some twelve years. It remains only for the general membership to add its approval. Such action will be sought in the near future, and it is believed there will be little delay in launching the program.

A permit has been obtained from the city for a building along lines indicated in drawings by Holabird & Roche submitted to the City Building department. It was stated, however, that the Board would have to await the decision of the city relative to the area to be occupied by the new building, it having been suggested by the Chicago Plan Committee that the Board of Trade set its building back somewhat from the present North lot line on Jackson boulevard.

By the plans suggested in the report adopted by the directors there would be a building forty-one stories in height. The upper floors or superstructure would take the form of a set-back, which would be a combination of artistic effect and practicability. The exchange hall would be on the third floor, with the second or bank floor sub-divided into space suitable for banking house offices. The exchange hall would be fifty feet in height with all the most modern equipment and facilities.

"There are no finished plans or elevations which have been accepted save the general outline as submitted in connection with the application for a permit.

"The method and procedure connected with the financing of the project are still open questions. Negotiations will be conducted as early as possible."

Members of the committee include John A. Bunnell, president of the Board of Trade, J. H. Jones, Joseph Simons and Joseph P. Griffin.



## Grain Carriers

**Schenectady, N. Y.**—Grain laden canal barges ice-bound here and at Fort Plain are reported unloaded without loss.

**Port Arthur, Ont.**—The ice-breaker tug James Whalen began operations in the harbor on St. Patrick's Day, the earliest on record.

**Navigation on the Erie Barge Canal** will open a week earlier than usual this year, or about Apr. 15. The canal opened May 9 last year.

**Kansas City, Mo.**—A hearing was held Mar. 18 before Examiner Fuller on grain rates between Sioux City (Ia.) group points and stations in Kansas.

**Omaha, Neb.**—Milling-in-transit privileges here on grain originating on the Burlington north of Ashland to O'Neill, destination of finished products to be points south and west of Ashland, have been allowed by the state commission.

**The following meetings of Regional Shippers' Advisory Boards** have been definitely announced: Atlantic States (at Washington, D. C.) on Apr. 5; Northwest (at Huron, So. Dak.) on Apr. 26; Great Lakes (at Cleveland, O.) on May 4.

**"Heavier Loading of Freight Cars"** test-period in the territory covered by the Atlantic States Shipper Advisory Board is set for the month of May. The number of commodities to be experimented with will increase in proportion to the success of the test.

**"Max" loading of oats** in a freight car is seldom accomplished. It's even mighty hard to load the minimum weight allowed on oats into one car. The elevator equipped with a clipper will save the cost of that clipper many times over in the increased amount of oats loadable—the rate is no more.

**Reports of the I. C. C.** show that there are more than 22,000 auto busses in operation in the United States, the total mileage represented by the routes being nearly 353,000, which surpasses that of the railroads. The great majority of the lines are operated by motor transport companies.

**Fort William, Ont.**—There are 12 vessels here ready to be loaded with ice breaks. The 8 vessels that cleared this port and Port Arthur in December were forced to put back on account of the ice. Thirty-seven of the vessels at these twin ports here are loaded with 7,813,000 bus. wheat, 102,000 barley and 121,000 rye.

**Grain and grain products** were loaded into 44,392 cars during the week ending Mar. 5, an increase of 4,150 cars above the corresponding week of 1926 and 172 cars above the same week of 1925. The daily all-freight car surplus for the week ending Feb. 28 totaled 275,153, an increase of 2,000 cars over the previous week.

**St. Louis, Mo.**—Transit privileges should be granted without charge to all mills to assure operation during all seasons despite wheat deficiencies in any territories, it was agreed at a meeting here of the Western Terminal Grain Com'te. Identical rates for grain and grain products will be another measure striven for.

**Milwaukee, Wis.**—The Grand Trunk car ferry "Madison" was recently launched. This addition greatly supplements the service offered by the road. Following an inspection of the ferry a luncheon was staged aboard her deck, after which she sailed for her first cargo trip. This growing traffic is expected to soon necessitate further additions.

**Detroit, Mich.**—Navigation on Great Lakes was opened Mar. 16 with the sailing of steamer Sonora which left here loaded with a cargo of autos for Buffalo. It is believed navigation generally thruout the Great Lakes will open considerably earlier this year, as ice conditions are more favorable than in many years. Heretofore Apr. 15 has been regarded as opening date.

**Rapid dispatch of grain cargoes** from the Maatschappij Grain Elevator at Rotterdam, Holland, is evidenced by records recently hung up. The best average output per hour totalled 655 tons, which was accomplished in loading a cargo of 8,184 tons in 12½ working hours. In another test some 8,335 tons were discharged in 13 hours, giving an hourly average output of 642 tons.

**Winnipeg, Man.**—All cars of yard-stored grain reported by the Board of Grain Commissioners inspecting officials to be heating or in danger of becoming out of condition are authorized to be unloaded in Fort William or Port Arthur's elevators. The grades of the reported cars are inconsequential, only that grain in danger of being spoiled is ordered unloaded and dried immediately.

**Kansas City, Mo.**—Thru the efforts of the Southwestern Millers' League the I. C. C. suspended the proposals of carriers to limit their service in supplying suitable equipment for flour loading (as specified in detail in this column of the last number) until July 8. A hearing is slated here Mar. 28. The weather-stripping expense provisions which were to be borne by the shipper was objected to in the main.

**Petition for a writ of certiorari** to the United States Court of Appeals in connection with the case of the Pennsylvania Railroad Company vs. William H. Muller & Co., Inc., as appearing on page 37 of the January 10th (1927) number of Grain Dealers Journal, was denied by the United States Supreme Court on February 21. The road sought a review of the decision against it for the delay in the transportation of grain shipped by the New York grain house.

**Chicago, Ill.**—The Western Terminal Grain Com'te will hold its next meeting here Mar. 30, in an effort to remove points of contention and create greater harmony between terminal markets, working towards a goal of unity in presenting cases to the Interstate Commerce Commission, with particular reference to the coming investigation of rates on grain and grain products in western territories. All interested markets will ultimately be brought together.

### Lake Vessel Chartering Dull.

Frank E. Chamberlin of John Prindiville & Sons, vessel agents at Chicago, reports that there is nothing doing in chartering for the opening of navigation on the lakes. Normally there is considerable chartering of boats for early loading, but this season there seems to be no demand by grain shippers for vessel room.

At Milwaukee and Chicago there are about 3,000,000 bus. of corn afloat to go out on the opening of navigation.

About 500,000 to 750,000 bus. of grain has been loaded at Duluth for Montreal.

At Fort William 7,800,000 bus. of grain is afloat to move, but there is no demand for the opening run of boats out of Fort William-Port Arthur.

Mr. Chamberlain believes that the lack of demand for vessel space on the Great Lakes is due to the foreigners getting their grain from other parts of the world.

**Loss to the American farmer** in grain sales due to prohibition is placed at 40,000,000 bushels of corn per annum, and the farmer's proportionate increase in taxes (both direct and indirect) are roughly estimated at \$200,000,000 per annum.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. & E. I.** supplement 5 to 620, I. C. C. 192, effective Mar. 22, cancels supplement 4, and advances rate between indicated Arkansas stations.

**C. & E. I.** supplement 15 to 610, I. C. C. 121, effective Mar. 23, cancels supplement 13 and 14, and makes both reductions and advances in the rates on mixed grain and feed ingredients.

**Santa Fe** supplement 25 to 5588-N, I. C. C. 10025, issued in compliance with I. & S. 2864, suspends Item 10-A of supplement 23 until June 26, which deals with rates on grain between Sioux City (Ia.) group points and stations in Kansas.

**C. & A.** supplement 1 to 1570-H, I. C. C. No. A-1863, effective Mar. 25, reduces the rate on wheat and corn originating at Missouri stations milled in transit at Missouri stations and forwarded to points in Arkansas, etc., constituting a reduction by the elimination of "Louisiana."

**C. & A.** special supplement to tariffs, applicable only on interstate traffic, effective Mar. 7, applying in connection with participating carriers shown in tariffs and supplements thereto enumerated herein, is issued for the purpose of adding Rule 56-C of the I. C. C. tariff Circular No. 18-A to all tariffs named herein.

**C. & E. I.** supplement 2 to 625-A, I. C. C. 205, effective Mar. 28, cancels supplement 1, reduces rates in lieu of concurrence of five carriers, reduces the application of rates to intermediate points by a substitution for Rule 36, advances rates in Ill. (as specified) to group 13 (except Mitchell, a reduction), and allows 16 rate reductions in the route instructions.

### Railroad Employees Given Raise at Farmers Expense.

Clerks, freight handlers, express and station employes on the Boston and Main Railroad were recently granted an increase in wages, following the minority report in the arbitration of wage demands by them.

The new rates of pay became effective Mar. 4. P. J. Quilty, arbitrator representing the railroad company, says:

This award, aggregating over \$700,000 annually, involves an average increase of about 9½ per cent. Voluntary agreements reached recently between representatives of this class of employes and the railroads, and arbitrations involving this class of employes in the service of other transportation companies, have not exceeded 4 per cent.

In the face of these voluntary adjustments which were at less than half the rate of increase provided by this award, such an extreme decision constitutes an invitation to a new cycle of railroad wage increases in defiance of all economic factors; and it constitutes also a burden on the railroad which must be shared in the end by the public, because a railroad has no revenues except those which it receives as charges for services rendered.

The carriers submitted incontrovertible evidence to prove that both as compared with the pre-war period, the immediate post-war period and the year 1923 in which these wages were passed upon by the Labor Board, the increase in wages has far exceeded the increase in cost of living.

France has sharply increased the duties on barley. On oats, corn and rye, in grain and ground, and on wheat, the duty was increased but not as sharply as that on barley. Wheat flour is favored with a decrease.

**Bert A. Boyd** has obtained 100 choice tickets in Grand Stand "A" for the Fifteenth Annual Five Hundred Mile International Speedway Race at Indianapolis, Ind., May 30 (Decoration Day). Seats are in rows 3, 4, 5 and 6. Mr. Boyd is graciously distributing these to his many friends in the trade (first come first served) at the marked price of \$2.50 per. Mr. Boyd's thoughtful consideration is deeply appreciated.



## Decided by the Interstate Commerce Commission.

**Kansas Flour Mills Co. v. Santa Fe, No. 18079,** the commission dismissed the complainant's request to find rates unduly prejudicial on flour to Denver, Colo., milled in transit at Anthony, Kan., of wheat from Hunnewell, Kan.

**In I. & S. 2873,** the I. C. C. suspended until July 8 proposed schedules for establishing (for the first time) a uniform rule governing the furnishing of suitable cars for the transportation of flour and other grain products at all points thruout Western Trunk Line and Southwestern territories.

**In 18371, Michigan Bean Co. vs. D. G. H. & M. et al.,** rates applicable on beans from Pigeon, Owendale, Cass City, and Bad Axe, Mich., to Fenton, Mich., there picked and reshipped to various interstate destinations found unreasonable by Examiner Jewell, who recommended dismissal and refund of overcharges.

**In I. & S. 2863,** suspended schedules proposing to cancel joint thru-commodity rates on grain and grain products from points in Colo., Kan., Nebr., Ia. and Mo. to destinations in Ark. on a branch of the Frisco (J. L. C. & E.), which would result in the application of higher combination rates, were re-suspended until June 29.

**In I. & S. 2864,** suspended schedules proposing to cancel the existing basis for making joint thru rates on grain and grain products shipments between Sioux City, and adjacent group points in Ia. and Nebr., and Santa Fe stations in Kan., Okla. and Colo., resulting in the application of higher combination rates, were re-suspended until June 26.

**Taylor Mfg. Co., Los Angeles, Calif.,** has filed complaint against the Santa Fe et al., alleging unjustly and unduly discriminatory preferential and/or prejudicial rates and charges, transit

rules and privileges, on grain, grain products, seeds and other commodities used in the manufacture of poultry and stock feeds. Asks cease and desist order and relief for future.

**In I. & S. 2862,** suspended schedules proposing to readjust rates on grain and related articles between points in Texas and points in Louisiana, also between points in Texas, which would result in generally increased rates, were re-suspended until June 25. The application of the proposed distance scales of rates over circuitous routes where such circuitry exceeds a certain percentage of the short line or rate making distance were restricted in the proposals of the carriers.

**Rates on grain and flour shipments from Ohio and Mississippi River Crossings and from Mt. Vernon, Ind., to Florence, Sheffield and Tusculumbia, Ala.,** were ordered reduced 1½-3c cwt. by the I. C. C., effective May 12. The old rates were held unreasonable and unduly prejudicial. The decision was a victory for the Florence Chamber of Commerce, which had protested against the exorbitant rates of the Illinois Central, Louisville & Nashville, N., C. & St. L. and the Southern railroads.—C.

**In 16393, Birkett Mills v. D. L. & W.,** Commissioner Meyer found that the charge of 1¼c per 100 pounds for transit on grain was discriminatory. It is ordered that the undue prejudice be removed not later than May 25. The complaint, in which many other grain dealers participated, was that the transit charge at points in New York state in connection with the f. o. b. rates on grain and products from Erie, Buffalo and Oswego to eastern destinations, coupled with the failure of the carriers to permit transit in connection with the at-and-east rates on grain from those ports to the same destinations, was unreasonable. No transit charge is assessed at points in western territory. Commissioner Meyer said it was not unreasonable to refuse transit, but that the charge was discriminatory. He suggested that the carriers should establish at complainants' mills the same transit charge on ex-lake grain from Erie, Buffalo and Oswego as applies contemporaneously at the same mills on all-rail grain from central and western territories.

## New Law Makes Carrier Liable for Wrong Date on B/L.

Pres. Coolidge on Mar. 4 approved the amendment to the Bills of Lading Act, of Aug. 29, 1916, so that there are added to the existing law the words in the following, in capital letters:

"Sec. 22. That if a bill of lading has been issued by a carrier or on his behalf by an agent or employe the scope of whose actual or apparent authority includes the receiving of goods and issuing bills of lading therefor for transportation in commerce among the several states and with foreign nations, the carrier shall be liable to (a) the owner of goods covered by a straight bill subject to existing right of stoppage in transitu or (b) the holder of an order bill, who has given value in good faith, relying upon the description therein of the goods, OR UPON THE SHIPMENT BEING MADE UPON THE DATE THEREIN SHOWN, for damages caused by the nonreceipt by the carrier of all or part of the goods UPON OR PRIOR TO THE DATE THEREIN SHOWN, or their failure to correspond with the description thereof in the bill at the time of its issue."

**H. L. Beecher** of New Ulm, Minn., has been chosen chairman of the board of directors of the Millers' National Federation for the year commencing with the annual convention of the organization, to be held at Chicago, on May 19-20.

A 5c standard 12-oz. loaf of bread is now on the market in Kansas City, being merchandised by the "A. & P." This is the first time such a loaf has been offered since 1917 but at that is but a 1c reduction. The 20-oz. loaf, formerly sold at 9c, now goes at 8c.

A research program is being carried on by the U. S. Gypsum Co. at the Ames (Ia.) laboratory in an effort to determine whether the manufacture of plaster board can profitably utilize cornstalks. A \$40,000 plant will be built at Fort Dodge, Ia., providing production proves profitable.

## New Iron Clad Elevator at Hansboro, N. D.

The accompanying cut shows the new elevator of the Farmers Grain Co. of Devils Lake, built at Hansboro, North Dakota, to replace its elevator burned last July.

This new plant has 30,000 bus. actual capacity. Its 16 bins are hoppers and 14 of them hold a carload each. The modern elevator is of cribbed construction iron clad and has a reinforced concrete slab foundation and a large steel boot tank. The two elevator legs are equipped with 11x6 Salem buckets placed 12 inches on center and grain taken from them by a Gerber double distributing spout with 18 ducts and a steel spout frame and spouted to any bin desired. A Richardson 1,500 bu. automatic scale located in the cupola is provided for weighing out grain.

The driveway is 12 feet wide with a four foot alcove and enclosed 24 feet ahead of the scale which is a 16x8, 10-ton Fairbanks special dumpscale. This scale is fitted with a Winters type "W" truck lift and a 9 foot open trap door grate. A heavy cement floor was put in under the workfloor, driveway and dumpscale, to keep the building clean and rat proof.

A combination engine room and office, 14x20, is detached 10 feet from the driveway. A 15 HP type "Z" Fairbanks engine is used to drive the plant, using 2 strands of 1½ inch rope.

A Carter Mayhew cleaner is so arranged as to allow the operator to run the cleaner at all times and still receive grain from trucks and wagons. A dust house detached from the elevator houses all the dust from the cleaner. The entire plant is covered with heavy corrugated iron on all walls and standing seam roofing on all roofs, thereby placing the owners in a position to take advantage of the lowest fire insurance rates.

The Farmers Grain Co. maintains headquarters at Devils Lake, and Mr. Ole Serumgaard is the general manager and Mr. Hans Mikkelsen is the general superintendent. This company operates a large number of elevators branching out from Devils Lake. The T. E. Ibberson Co. designed and built this new, modern plant.



Modern Iron-Clad Elevator at Hansboro, N. D.



# Kansas State Grain Inspection Department

By T. B. Armstrong, Ass't Chief Grain Inspector of Kansas

The Kansas State Grain Inspection Department was established by the state for the purpose of rendering a class of service made necessary by the development and growth of the grain business. This service has been extended and improved until at the present time we have official jurisdiction over four distinct lines of service, official inspection, official weighing, protein analysis and supervision over the local and terminal warehouses.

Our report covers two crop movements, that of 1924 and 1925. The first crop was 160,000,000 bushels, the next one 76,000,000. During this biennium we inspected in round numbers 316,000 car lots, weighed 185,000 car lots and made protein analysis on 154,000 samples. Our receipts during this period were \$587,350.00.

**We maintain inspection and weighing service** at fourteen cities in the state with official protein laboratories at Kansas City, Wichita, Hutchinson and Dodge City. Our department is conducted entirely on a fee basis and therefore does not receive a cent of tax money and these fees are paid directly by the grain dealers and indirectly by the farmers.

While our inspectors are hired by our chief inspector and paid state salaries out of our grain revolving fund, their work is under the rules and regulations of a Federal Government Bureau. All inspectors are licensed by the U. S. Secretary of Agriculture.

A number of grading factors must be left to the personal judgment of the inspector. The degree of damage, heat damage, condition, odor and smut must be decided on by the inspector according to his best judgment based on his experience and the rulings of the board. In order that supervisors and inspectors may be kept lined up on these factors, line samples are being sent continually to the Board of Review and returned to the supervisors and inspectors with the board's opinion as to just where to draw the line on these personal judgment factors. By this method and from bulletins of instructions sent out by the board from time to time, the licensed grain inspectors are supposed to make their interpretations according to the ideas of the members of the Board of Review.

The grain business is roughly divided into four divisions: the producers, the country dealer, the terminal elevator operators, and the millers. The miller wants to buy his wheat as high in quality and as cheaply as possible and to take advantage of every factor that will grade the grain down. Therefore, the miller wants tight grades, the large elevator operator loose grades, the country buyer trusts largely to luck and damns the inspection department when his grain grades low, and the farmer is not greatly concerned. Therefore, any pressure brought to bear on the Board of Review comes from either the millers or the elevator operators.

**Line Drawn too Fine.**—We believe that when the line is drawn so fine that two equally experienced and competent grain inspectors cannot arrive at the same grade, then we are getting away from commercial grading and the interpretation should be made easier to follow. In 1922 we had a serious controversy with them over the interpretation of heat damaged kernels. That year the combine was just coming into general use and much of the wheat was cut too green, with the result that some of it deteriorated in the bins. The Board of Review made a very rigid interpretation on the factor of heat damage and under this ruling inspectors were obliged to class these discolored berries as heat damaged, and much wheat that should have been graded No. 1 and No. 2 was made No. 5 and sample grade.

Much confusion resulted as licensed inspectors at various markets could not agree as to just where to draw the line between heat damage and sound berries. The entire grain trade became demoralized. Mill buyers increased their discounts to ruinous figures, country buyers increased their margins and the grain trade and the farmers sustained serious losses. On account of the chaotic condition of the market caused by this ruling, many firms went bankrupt. Mr. J. S. Hart, the chief inspector at that time, and Secretary Smiley, led the fight against this interpretation and after a number of meetings throughout the country without results, our chief inspector finally succeeded in getting a personal interview with Mr. Henry Wallace at that time Secretary of Agriculture. After Mr. Wallace investigated the matter the Board of Review was ordered to make a more reasonable interpretation of the heat damage factor. But this change was not made until late in October and by that time the bulk of the crop had been marketed and the ruling had cost the farmers and grain trade hundreds of thousands of dollars. The millers, of course, are the boys who got the grapes.

Our second controversy with the Board of Review began last summer. Last June the board called a conference in Chicago for the purpose of discussing the factor of smut in wheat. From the best information we were able to obtain this conference was called at the request of a committee from the Millers National Federation. The various inspection departments were notified and we had a representative present who was given instructions, but not a hearing. The official standards for smutty wheat read as follows:

**"Smutty wheat** shall be all wheat which has an unmistakable odor of smut, or which contains spores, balls or portions of balls of smut of a quantity equal to an amount in excess of two smut balls of average size to fifty grams of wheat."

In making an inspection of wheat, 1,000 grams are used, and in making an analysis for smut, the inspector picks one-fourth of the sample, or 250 grams, about half a pint. The old ruling was that there must be three smut balls to fifty grams or fifteen smut balls in 250 grams in order to grade wheat smutty. At the conference last June our representative was instructed that if the 250 grams contained eleven smut balls it should be graded smutty.

This change caught a tremendous number of cars last year, as much of the wheat from the combines was slightly smutty because, while the smut balls are very light, the combine wheat is more or less green and these balls do not blow out like they do in the later threshing. Half of our crop was moved in July and August. In July alone we inspected 47,427 car lots or about 60,000,000 bushels and a large extra per cent of the crop was thrown into the smutty class by this interpretation and discounted two to four cents per bushel. We are reliably informed that large export elevators have succeeded in blowing out practically all of these dry smut balls so the heavy discounts have only gone to add to the buyers' profit. Mr. W. B. Dalton's chief inspector, was very much opposed to the board's ruling and he wrote several letters to Secretary Jardine, but was apparently unable to reach him, as each time he was referred back to Field Headquarters at Chicago. Three weeks after our last protest, two of the high executives of the bureau called at our office and we discussed the matter with them, but they refused to recede from their position and our inspectors are still obliged to call wheat smutty that contains eleven smut balls to 250 grams. We are still very much opposed to this ruling and if we have another crop this year similar to that of last year the grain dealers and farmers will again be severely penalized.

The Federal Standards are fair to all parties concerned if the interpretations are made clear enough that inspectors can make uniform inspections at all markets.

**A Federal Bureau,** no matter how competent its members are, is liable to become dictatorial. They are so far away from the producers and the country dealer, and so close to the millers organization, that, without intention their rulings may become biased. Any further extension of federal authority would be ruinous to the rights of our state.

The Frazer bill was introduced in Congress at the last session, which establishes federal grain inspection and which, if passed, will do away with all state and board of trade grain inspections. Without going into the details of this bill, I believe you can see what a disastrous affect it would have on the grain trade and producers of Kansas. Fortunately the bill never got out of the committee. However, it will be reintroduced this fall and the Bureau of Agricultural Economics will fight for its passage. It is another blow at the rights of states to administer their own affairs and practically every grain market is opposed to it. Your secretary will need your help in opposing this bill and we trust that when he calls on you, you will do everything in your power to help defeat it.

The protein test has been used by millers for quite a while, but it is only during the past five years that it has been a factor in the buying and selling of wheat. In 1922 this department in response to a demand from the trade established official protein laboratories at Hutchinson, Wichita and Kansas City. So far as we can learn these were the first official state cereal laboratories to be established in the United States but their methods have been so satisfactory that practically all of the large terminal markets are now operating laboratories under the jurisdiction of the official grain departments.

Our official bonded weighmasters are stationed at more than seventy elevators in the state. We have made a careful study of weighing methods and have built up a system that reduces errors

to the lowest possible minimum. In most of the large elevators the scales are located near the top of the industry and the man who actually does the weighing cannot observe the unloading of the grain from the car. It is necessary therefore to station a downstairs man at the car to oversee its unloading. In some of the larger houses where hundreds of cars can be handled each day, we have several pairs of these weighmasters.

The duties of the downstairs weighmaster are to make a thorough examination of the car both before and after unloading, keep a record of the seals, note the depth of grain in inches, see that leaks are noted, and that all cars are properly coopered. He signals to the upstairs weighmaster when the grain has all left the sink and sees that the grain is elevated and ready for weighing. Both the upstairs and downstairs men must be familiar with the entire industry at which they work and must know where belts, spouts and legs run so that they can trace a flow of grain from car to scale to bin or in case of out cars, from scale to car.

The upstairs man must see that his scales are properly balanced, before each draft and must know that his scales are working freely. All scales over which official weights are given are equipped with type registering beams and a punched scale ticket is made on each weight. We have an all steel hopper test car which the railroads haul free and twice each year a scale inspector tests each scale.

**Storage for Farmer Unwise.**—No country grain buyer who is operating a small house for the purpose of buying and shipping grain has any business trying to store grain for the farmers. Most of you haven't the space to spare nor the facilities for handling stored grain and judging from my own experience its a losing proposition every time. However, if you must store grain, obey the law and take out a local warehouse license and get a bond for your own protection as well as the farmers.

**The New Laws.**—During this session of the legislature we secured the enactment of two laws in which your ass'n as well as our department were much interested. Four years ago the legislature passed a bill requiring our department to turn 10% of our fees into the general treasury of the state. This law was supposed to reimburse the state for our protection of the administrative expenses of the auditor, state treasurer, state accountant, attorney general, state printer, and to cover rents, light, water, etc. As we did not have an office in the state house, the rents, light, water part of it was a joke. When this law was passed the legislature neglected to repeal another law which required us to pay for our state printing, so during the last two years we paid the state printer \$6,879.00. The ten per cent amounted to nearly \$60,000 during the two year period which would have paid the entire salary of nearly all of the elective state officers. Two years ago, largely through the efforts of your organization, a law was passed which provided that when the grain revolving fund reached \$80,000 the fees should be reduced from \$1 to sixty cents per car. If we had not had to pay this 10%, our surplus would have reached that point last fall, so in reality this 10% was a tax on the grain trade. We did not succeed in getting it removed entirely this year, but it was cut from ten to five per cent and we want to thank Mr. Smiley and your association for the efforts you put forth to support this bill. Our former chief, Mr. W. B. Dalton, has opposed this 10% as being unfair ever since he took charge of the department two years ago, and it was largely through his untiring efforts and your assistance that we were able to pass this bill.

The other bill which was passed gave the chief inspector full power to select all of the employees of the department, which power formerly was invested in the governor. It raised the salary of the chief inspector; provided that the men at the head of the technical work of the department should be qualified grain inspectors and provided for mechanical inspection of loaded grain cars in the railroad yards in order to check up leaks.

The solution of the smut problem does not lie in whether an inspector grades wheat with 11 smut balls or 15 smut balls to 250 grams. The solution is the elimination of smut entirely. That can be done and is being done by many good farmers today. The speakers on the Wheat Train convinced many farmers that they could eliminate smut by treating their seed. There are two ways you can help. First by discounting the farmer for his smutty wheat the same discounts that you would have to take if you shipped it to market. Oh, I know you can mix some smutty wheat with some good wheat and get it by, but when you do that and don't discount the smutty wheat you are unfair to the good farmer. If the grain buyer would pay a premium for high grade grain and discount the poor stuff heavier, I believe that farmers would be more careful of their quality.

Pulling the "entrance" switch before leaving every evening is an ounce of precaution well worth the trouble.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Blytheville, Ark.—C. L. Bennett & Co. have installed a mill.

Mena, Ark.—W. M. Hansard is now connected with the Mena Grain Co., taking the place of Clifton Cunningham.

Helena, Ark.—The E. G. L. Feed Co.'s plant was damaged by a fire Mar. 10. Water damage was estimated at \$2,000.

Mountain Home, Ark.—Newman & McClure, who recently bot a flour mill here, are overhauling the machinery and will soon be ready for operation. The mill has been idle for several years.

## CALIFORNIA

Stockton, Cal.—The Dickenson-Nelson Co. incorporated; capital stock, \$75,000, to operate a feed and grain business.

Cypress, Cal.—The feed mill and bean cleaning plant of Geo. P. Miller & Sons burned on Mar. 5 with a loss of \$20,000.

Colusa, Cal.—Geo. L. Messick and Geo. W. Kirkpatrick have bot the property of the bankrupt Colusa Mfg. & Grain Co.

Livermore, Cal.—Farmers are discussing ways of financing the proposed grain elvtr. The cost is estimated at from \$20,000 to \$25,000. The farmers would guarantee 200,000 bus. of grain and would finance the elvtr. by putting up a sum equal to the cost of two years' supply of grain sacks. The construction would be handled by the California Farm Bureau Elvtr. Corp.

## CANADA

Halifax, N. S.—Facilities at the terminal elvtr. will likely be enlarged soon.

MacLeod, Alta.—The elvtr. of the Midland Co., which burned on Feb. 3, will be rebuilt.

Glenwood, Alta.—The Ogilvie Flour Mills Co. will rebuild its elvtr. which burned in January.

Turin, Alta.—The elvtr. belonging to the Ogilvie Flour Mills Co., which burned Feb. 21, will be rebuilt.

Vancouver, B. C.—Robert McKee was recently elected pres. of the Board of Trade. He was vice-pres. last year.

St. John, N. B.—Elvtr. facilities here will be improved, federal estimates for the current year having made provision for such.

Montreal, Que.—The program of improvements recently approved by Parliament includes \$155,000 for additional equipment for the existing terminal elvtrs.

Owen Sound, Ont.—Citizens are giving a great deal of attention to the subject of a mlg. industry in connection with the harbor and public terminal elvtr. developments now being made.

Vancouver, B. C.—The storage capacity of the Burrard Elvtr. Co., which operates elvtr. No. 3 of the United Grain Growers Ass'n, will be enlarged by 400,000 bus., making a total capacity of 1,000,000 bus.

Port Arthur, Ont.—Mrs. Agnes Sellers, widow of Matthew R. Sellers, founder of the grain elvtr. business in Canada, died recently. Among the surviving children is Robert Sellers, Winnipeg, western mgr. of the Ogilvie Flour Mills Co., Ltd., Montreal.

Saskatoon, Sask.—The International Mfg. Co. has ordered equipment for a 1,500-bbl. mill from the Allis-Chalmers Mfg. Co. The International Mfg. Co.'s subsidiary, the Robin Hood Mills, Ltd., has been operating the plant, which is known as the Interprovincial Flour Mills, Ltd.

Kingston, Ont.—A large delegation waited upon the Dominion Cabinet recently asking for the location here of the elvtr. and other terminal facilities necessary for trans-shipment of cargo going into and coming out of the river St. Lawrence when the enlarged new Welland ship canal is opened for traffic in 1930.

Guelph, Ont.—The Canadian Diamalt Co., Canadian subsidiary of the Fleischmann Yeast Co., is having a 50,000-bu. addition made to its elvtr., the work being done by the Toronto office of the MacDonald Engineering Co. The addition consists of one large bin with an outside leg. The elvtr. is fully equipped with cleaning equipment, scales and scale hopper.

## COLORADO

Arapahoe, Colo.—The elvtr. of the Summit Grain Co. has been closed.

Bartlett, Colo.—The L. H. Pettit Grain Co. is building an elvtr. on the Santa Fe's new line to Baca county, Colo.

Walsh, Colo. (no p. o.)—The Gano Grain Co. of Hutchinson, Kan., has installed a McMillin Dump Controller in its elvtr. being built here.

Niwot, Colo.—W. L. Sackett, for the past 8 years mgr. of the Farmers Mfg. & Elvtr. Co., has been transferred to the mill at Lafayette.

Pritchett, Colo. (no p. o.)—The elvtr. of the Gano Grain Co. of Hutchinson, Kan., has had a McMillin Dump Controller added to its equipment.

Pritchett, Colo. (no p. o.)—The L. H. Pettit Grain Co. is building an elvtr. on the Santa Fe. This is a terminus of the new line which runs into Baca county, Colo.

## ILLINOIS

Prentice, Ill.—Adkins Bros. recently repaired their elvtr.

Windsor, Ill.—The Windsor Grain Co. will paint its elvtr. this spring.

Waukegan, Ill.—The Peoples Grain & Lumber Co. has sold its elvtr. here.

Wataga, Ill.—The Wataga Co-op. Co. will build a new corn crib soon.

Sand Creek, Ill.—Glenn Hall has taken Albert Kirby's place at the Henry Sands elvtr.

Pesotum, Ill.—The Pesotum Elvtr. Co. will build a new coal shed, with a 300 T storage.

Buckley, Ill.—The Buckley Farmers Grain Co. has remodeled the interior of its elvtr. office.

Leverett, Ill.—Wesley & Rising have just installed a grain conditioner in their elvtr. here.

Papineau, Ill.—We are putting a new cup-belt in our 50,000-bu. elvtr. here.—Tegge Bros.

Sheldon, Ill.—The Sheldon Co-op. Elvtr. Co. has built a coal shed 50x16 ft. with concrete floor.

Kempton, Ill.—I have installed a 20-h.p. Fairbanks-Morse Motor in my elvtr. here.—Otis J. Bear.

Beecher, Ill.—We expect to construct new coal sheds soon.—Wm. Wehling, mgr., Farmers Grain Co.

St. Anne, Ill.—We plan on putting in a new cup belt in the near future.—Andrew Kerr, Kerr Grain Co.

Lenzburg, Ill.—Henry Heap is now mgr. of the Farmers Co-op. Grain Co., succeeding Henry Lammers.

Momence, Ill.—We have installed a new man-lift in our elvtr. here.—M. C. Hobart, Smith & Hobart.

Flatt, Ill.—The Flatt Farmers Co-op. Elvtr. was recently robbed of about \$500 worth of clover seed.

Wellington, Ill.—We expect to rebuild our driveway and approach soon.—S. W. Boughton, Boughton Bros.

Creston, Ill.—H. W. Colwill is installing a new Howe Truck Scale, the Superior Scale Co. doing the work.

Lovington, Ill.—The Lovington Grain Co. has replanked the driveway in its elvtr. and put a new foundation under the building. Geo. I. Lindsay has served as mgr. of the company for 18 years.

Galva, Ill.—Asa G. White has added a new 10-h.p. electric motor to his elvtr. equipment.

Prentice, Ill.—The Farmers Elvtr. Co. has built concrete driveways to its elvtr. Carl Weakley is the mgr.

Minier, Ill.—Fred Schroder, at one time mgr. of the Farmers Elvtr. Co., who died in Chicago, was buried here Feb. 27.

Milford, Ill.—T. E. Decker is now operating an office here for the Nye & Jenks Co.

Claytonville, Ill.—Ed. Kambly has retired and the firm of Beebe, Wise & Kambly is now known as Beebe & Wise.

Pittwood, Ill.—Our elvtr. needs a new coat of paint and will probably get it this summer.—Noah Ash, Davis Bros. & Ash.

Jacksonville, Ill.—The F. J. Blackburn Co. recently had its Fairbanks Truck Scale overhauled by the Superior Scale Co.

Watseka, Ill.—We plan to install a feed grinding unit in the near future.—H. W. Bell, mgr., Watseka Farmers Grain Co., Co-op.

Dailey, Ill.—Chas. Rice has resigned as mgr. of the Dailey Farmers Elvtr. to return to farming. Albert Olson has taken his place.

Allison, Ind.—The State Line Grain Co. plans to build a 15,000-bu. cribbed elvtr. some time this spring or summer.—M. A. Current.

Vandalia, Ill.—W. A. Elam Grain Co. incorporated; capital stock, \$30,000; by W. A. Elam, Sr., W. A. Elam, Jr., and Clyde Widger.

Gilson, Ill.—John Hughes has taken the place of Earl Snell as mgr. of the Farmers Elvtr. Co. Mr. Snell is moving to Knoxville where he is working.

Macomb, Ill.—The Farmers Grain, Fuel & Supply Co. has installed a new truck dump in its elvtr., repaired office scales and built an extra loading spout.

Altamont, Ill.—O. E. McCormick is now associated with his brother, Chas. C., in the elvtr. business. They have bot the Shumaker elvtr. and are operating it.

Franklin Grove, Ill.—The Farmers Elvtr. Co. has sold its elvtr. to Wm. Herbst, former mgr., who will continue to operate it.—Moore & Keiyla, Mendota, Ill.

Manchester, Ill.—The Elmore Grain Co. will rebuild its elvtr. which burned on Jan. 27. It is planned to have the new plant ready to care for this season's grain.

La Rose, Ill.—During the past year our Santa Fe house has been repaired and strengthened. A 10-ton scale and Kewanee Truck Lift have been installed in the C. & A. elvtr.—Davis Bros. & Potter.

Roseville, Ill.—The Farmers Elvtr. Co. has covered its elvtr. with galvanized siding and built a feed storage building 16x40 ft. Modern grinding equipment will be installed soon. A. W. Brown is mgr.

Ocoya (Pontiac p. o.), Ill.—The elvtr. of the Farmers Grain Co. was threatened by fire about noon on Mar. 8 when oats which were stored in one of the bins became overheated and started to smoulder.

Shawneetown, Ill.—The Shawneetown Elvtr. Co.'s new elvtr., now under construction, will be equipped with a Randolph Direct-Heat Grain Drier. The new structure is being built by the Reliance Construction Co.

Decatur, Ill.—Workmen on the Staley elvtr., being built by the Folwell-Ahlskog Co., contractors, are engaged in a race against time to complete the elvtr. by Apr. 1. The last of the concrete has been poured.

Ashmore, Ill.—The Ashmore Co-op. Ass'n has bot Paul Kuhn & Co.'s elvtr. here. The company now owns both elvtrs. here and is the only elvtr. firm in the town. The consideration was \$8,500. The elvtr. has a capacity of 25,000 bus. H. H. Wright is mgr. of the Co-op. Ass'n.

El Paso, Ill.—Robbers entered our office on the night of Feb. 21 and stole our Atwater-Kent Model 20 radio, serial No. 100684, complete with tubes, A and B batteries and Magnavox loud speaker. Altho our vault door is never locked, it was not entered, probably because a sign on the door invited them to go in and verify our statement that there was no money in it. No trace of the radio equipment has been found. Access to the office was gained by breaking in a window, and nothing but the radio was touched, altho a light was burning directly over the radio and was still on next morning.—White Elvtr. Co.



Champaign, Ill.—Chat Connor, a member of the original Champaign Mfg. & Grain Co., is receiver for the defunct company's properties. It is now closed, with the exception of a local custom grinding plant and retail feed business. Receivership was declared Dec. 4.

Crete, Ill.—I have been mgr. of Wm. Werner & Son's elvtr. and lumber yards since Jan. 10. We expect to start the construction of a lumber shed in the immediate future. It will be about 100x25 ft. and will be used to house finished lumber.—Walter A. Werner, Wm. Werner & Son.

Roby, Ill.—Everyone interested is in favor of rebuilding our elvtr., which burned recently, but to date there has been no meeting. Capacity of the destroyed elvtr. was 15,000-bus. I think when they get cleaned up they will rebuild, with a small concrete elvtr. with electric power.—C. Whittington, mgr., Roby Grain Co.

Urbana, Ill.—F. C. Edwards, who formerly operated the elvtr. at Deers Station, has bot the property of the Johnson Grain & Supply Co., formerly known as the Urbana Grain & Coal Co. The transaction was completed Mar. 17. The property consists of a Midget 25-bbl. Mill, coal yards, feed warehouse and stock.—Chas. Johnson.

Royal, Ill.—John H. Grussing, proprietor of Grussing Grain Co., had his Ford coupe stolen in Champaign at 7:30 p. m., Mar. 12. Mr. Grussing had just stepped out of the car to make a purchase at a local restaurant, and upon his return the car was gone. The car carried license plate No. 420-294 and engine No. 14276315, model 1926.—Frank M. Ward.

Berlin, Ill.—We completed our new elvtr. July 17, 1926. It is of 40,000-bu. capacity and of concrete construction. We have a Western Sheller and Cleaner, two steel legs of elevating capacity of 5,000 bus. per hour, Kewanee All-Steel Lifts. We have three Fairbanks-Morse Enclosed Type Motors for power, and 10-bu. Richardson Automatic Shipping Scale.—W. E. Munson, mgr., Farmers Grain Co.

Tabor, Ill.—The estate of Archibald Swan was awarded damages of \$425.49 in the suit against the Tabor Co-op. Grain Co. directors, in the circuit court at Clinton. The suit was the first of 23, totaling \$48,000 against the directors, to be disposed of and was the test case, in which damages were sought for grain delivered to the elvtr., alleged to have been unpaid for and shipped by the company to apply on other debts.

Brimfield, Ill.—Alex McDonnell, retired farmer, has filed suit in the circuit court against the Brimfield Elvtr. Co. for \$1,500 damages. McDonnell sold 1,337 bus. of corn to the elvtr. company last fall at 69c a bu., according to his attorneys, but received payment at a lower price, leaving \$935.97 now due him. A judgment against McDonnell for \$300 and costs for slander was returned in favor of C. L. Hayes, mgr. of the elvtr., Nov. 5. McDonnell paid.

Springfield, Ill.—The state senate passed the Lantz bill Mar. 22. This bill amends the industries act to meet the menace of the corn borer. The Turner bill, the same measure in the house, has been reported out favorably by the house com'te on agriculture. The bill provides that the farmer be paid for any amount in excess of \$1 an acre which he is required by the state to spend in fighting the borer. The bill is similar to legislation pending in other states infested with the corn borer.

#### CHICAGO NOTES.

A Board of Trade membership recently sold at \$7,000 net to buyer, a decline of \$200 from a previous sale.

L. C. West of the office of the sec'y of the Board of Trade is recovering from an operation and a several weeks' illness.

Jerry C. Moats of St. Joseph, Mo., has been suspended from the privileges of membership in the Board of Trade under Rule 120, on insolvencies.

Chas. H. Sullivan has been appointed a member of the special investigating committee for the Board of Trade, in the place of R. G. Chandler, who is out of the city.

The special investigating com'te considering the findings of Arbitrator Brown in re Armour Grain Co., Grain Marketing Co., and Rosenbaum Grain Corporation has been holding sessions daily. It has a copy of the arbitration report, and has been hearing numerous witnesses. The com'te is satisfied with the progress made in the inquiry, but it may require two or three weeks more to complete the work.

The proposition to eliminate No. 3 white oats as a contract grade on the Board of Trade was defeated Mar. 15 by a vote of 579 to 139.

New members admitted to the Board of Trade include Jack C. Sturtevant, Wm. J. Mueller, De Witt Harlow of Los Angeles, who is with Logan & Bryan, and Henry Carlson. A transfer has been posted for Gary C. Lynes. Applications have been posted for Robt. Zunz and Thos. M. Wooldridge.

E. Earl O'Neill, 53, a member of the Board of Trade, died Mar. 15 of pneumonia. Mr. O'Neill was born in Gallatin, Mo. He came to Chicago and entered the brokerage business in 1894. He was with Jackson Bros. Co. and a heavy trader in "puts and calls." He is survived by a widow, eight children, his mother, three brothers and a sister.

#### INDIANA

Goodland, Ind.—The Goodland Grain Co. is a new member of the Indiana Grain Dealers Ass'n.

Wolcottville, Ind.—The Wolcottville Elvtr. Co. plans to install electric motors to replace its steam power.

Hobbs, Ind.—The Hobbs Grain Co. is installing a McMillin Combination Wagon and Truck Dump in its plant.

Bath (College Corner, O., p. o.), Ind.—The Demoret Grain Co. is installing a McMillin Wagon and Truck Dump at its plant.

Wyatt, Ind.—We will know in a few days if we will get electric power, and if we do we will remodel our entire plant.—Wyatt Grain Co.

Mexico, Ind.—We are going to let the contract in the next two weeks for a new elvtr.—W. L. Kraning, mgr., Mexico Elvtr. & Livestock Co.

Colfax, Ind.—Lake & Reagan of Frankfort, Ind., have bot thru John McComas the elvtr. of J. C. Jordan, operated as the Midway Elvtr. Co.

Metamora, Ind.—Jos. Clark of Rushville has bot the waterpower flour mill here, one of the few such still in existence in this part of the state.

Elkhart, Ind.—A pair of overalls hanging too near the office stove caught fire on Mar. 8 and resulted in a small loss to the plant of C. E. Paxson.

Remington, Ind.—We installed a new 150-80 h.p. boiler in December. It is of the suspended type, 16 ft. x 60 in.—Lee Carl, mgr., Farmers Co-op. Co.

Kouts, Ind.—Chas. Ray, prop. of the Kouts Elvtr., will erect a new coal shed, also a building in which to install a hammer mill for custom grinding.

Chatterton (Pine Village p. o.), Ind.—The Davis Grain Co.'s elvtr., which burned last April, has not been rebuilt and the company is out of business here.

Columbia City, Ind.—The Farmers Mill & Elvtr. Co. recently built a new cement block warehouse, 30x70 ft. and added a new corn mill and mixer to its equipment.

Evansville, Ind.—John K. Jennings of the Diamond Feed Mill, is being boosted by his friends for the congressional nomination in the First Indiana district next year.—C.

Terre Haute, Ind.—Cottrell Bros. elvtr., on the Prairietown road, recently had a small fire which was put out before much damage was done. The blaze started in the engine room.

Centerville, Ind.—Art J. Curme has bot the Boston elvtr., and is making some improvements. Mr. Curme is also associated with John Jackson in the operation of an elvtr. at Hagers-town.

Winslow, Ind.—John Ellison has taken over the interest of James B. Whitehead, who has been mgr. of the Winslow Mill Co. for some years. This company has an elvtr. in connection with its mill.

Malden (Valparaiso p. o.), Ind.—Wm. Williamson was killed recently when caught in the drive shaft of the engine in the plant of the Morgan Twp. Co-op. Farmers Elvtr. Co. It is believed the accident occurred when he started the engine to elevate wheat.

Servia, Ind.—The Union Trust Co. has filed its final report as receiver of the Servia Elvtr. Co., showing that a total of \$12,618.66 has been received and applied on debts. There is yet a note of \$8,725.10 made by the directors of the company and due the Indiana State Bank that will have to be paid.

#### IOWA

Woden, Ia.—The Farmers Elvtr. Co. is being reorganized.

Belle Plaine, Ia.—A. L. Hale, formerly of Ackley and Deep River, has opened a new grist mill.

Panora, Ia.—The Farmers Elvtr. is having a new air pressure dump installed by the Strong-Scott Mfg. Co.

Dawson, Ia.—R. S. Witter's elvtr. was slightly damaged by fire Mar. 3, the blaze starting in the engine room.

Manly, Ia.—The south extension of the elvtr. of the Farmers Co-op. Co. is being remodeled into a feed room.

Randolph, Ia.—J. R. Stanley is now mgr. of our elvtr., having succeeded E. G. Wederquist.—Farmers Elvtr. Co.

Des Moines, Ia.—The Western Grain Dealers Ass'n will hold its annual meeting April 27 and 28 at the Fort Des Moines Hotel.

Nevada, Ia.—Clark Brown, pres. of the Clark Brown Grain Co., has been seriously ill with pneumonia at the Iowa sanitarium.

Lake Mills, Ia.—A. J. Bang has resigned as mgr. at the Nye, Jenks & Co. elvtr. and will go to Garner to take charge of a meat market.

Beaman, Ia.—Stockholders of the Beaman Elvtr. Co. recently voted to renew the charter of their company which was issued 30 years ago.

Hawarden, Ia.—Everett Johnson, who is employed in the Nolan & Lambertson elvtr., fell recently while at work in the elvtr. and cracked several ribs.

Norway, Ia.—Stockholders of the Norway Grain Co. held their first annual meeting Mar. 12. This company recently succeeded the Farmers Elvtr. Co.

Cylinder, Ia.—Frank O'Halloran, mgr. of the Quaker Oats Co.'s elvtr., recently received a badly wrenched knee when he fell down an open cellarway.

Modale, Ia.—We have installed sheller and cleaner, also new leg. Can now handle 2,800 bus. grain per hour.—S. C. Beeler, agt., Nye & Jenks Grain Co.

Odebolt, Ia.—Albert Wegner of Chicago is now in charge of the Cracker Jack Co.'s elvtr., taking the place of John J. Roche who has moved to Chicago.

Gray, Ia.—John S. Shaw, assistant general mgr. of a grain elvtr. here, has filed a petition in bankruptcy. His liabilities are listed at \$24,402.30 and his assets at \$16,137.50.

Green Mountain, Ia.—Homer S. Thomas, a former grain dealer here, died suddenly Mar. 8 at his home in Los Angeles, Cal. Mr. Thomas sold his grain business here in 1906.

Kanawha, Ia.—C. L. Benschoter, formerly mgr. of the Farmers Co-op. Co. at Emmetsburg, Ia., is now mgr. of our company here, succeeding C. M. Nelson.—North Iowa Grain Co.

Adel, Ia.—Harold Evans of the Evans Grain & Feed Co. will erect a new building to house an attrition mill for grinding feed. Work will start as soon as the new truck dump in the elvtr. is completed.

Grundy Center, Ia.—The report in the Journal stating that E. G. Mellem was no longer mgr. of the Farmers Co-op. Elvtr. Co., was incorrect. Mr. Mellem writes: "I am here yet and do not know of any changing to be done this year."

Dubuque, Ia.—The abandoned Rockdale flour mill, which is credited with being the first mill in the state, burned Mar. 16. It had not been running since 1905 when the Home Mfg. Co. ceased operations. The loss is estimated at \$10,000.

LeMars, Ia.—The new mill of the Plymouth Mfg. Co., which was recently reorganized, will be ready for operation by May 1. The old elvtr. is being converted into a mill. The large elvtr., which holds 200,000 bus., will furnish storage capacity, while a new building will be built in which to store the finished product.

Aurelia, Ia.—The money drawer in the safe of the W. G. Whitney grain office was robbed of \$47.50 the night of Mar. 15. Entrance was gained by springing the padlock to the driveway door and then going into the office, the door of which was not locked. Only the night lock was on the safe, and a key to the money drawer lying on the desk was used to gain access to the cash box.



Buffalo Center, Ia.—The Farmers Elevator Co. has awarded a contract to the T. E. Ibberson Co. to install a new leg and make other repairs to its elevator. A new warehouse 70 ft. long will be built for housing sacked products. This company has been operating two elevators, and the older will be wrecked and the site cleared for the warehouse building.

Denison, Ia.—A petition in equity has been filed in the district court asking that a receiver be appointed for the Doud Milling Co., doing business here and at Manning. The suit is brought by the minority stockholders represented by R. O. Dibb, owner of four shares, who asks for an accounting from the officers, R. G. Sutherland, pres., and H. L. Fitch, sec'y and treas.

Des Moines, Ia.—House file No. 347 introduced by the committee on agriculture and relating to co-op. associations provides: "That section 8487 of the code, 1924, be and the same is hereby amended by striking therefrom after the period in the 11th line thereof the words 'No association shall handle the products of any non-member' and by substituting the following: 'Associations shall not deal in the products of non-members to an amount greater in value than such as are handled by it for members. Associations organized under the provisions of this chapter are declared to be not for pecuniary profit.'"

## KANSAS

Kingman, Kan.—The J. T. Braly Grain Co. is putting in a feed mixer.

Elyria, Kan.—Phil Goering is now mgr. of the Moundridge Milling Co.'s elevator.

Plains, Kan.—Geo. E. Gano will build an elevator on a switch six miles east of here.

Moscow, Kan.—Mail addressed to the agt. of the Security Elevator Co. is undeliverable.

Coldwater, Kan.—The Farmers Elevator Co. is now equipped with lightning protection.

Neodesha, Kan.—R. P. Horney will build an elevator on a tract of land near the Frisco station.

Osage City, Kan.—O. G. Hamn of Holton has bot Ed. Klingberg's elevator and is now in possession.

Burdett, Kan.—Phillip Bauer, Sr., has traded his elevator and feed store for land in western Kansas.

Caldwell, Kan.—The A. J. Moore Grain Co.'s plant was slightly damaged by a wind storm on Feb. 17.

Paxton, Kan.—Our old elevator was torn down and is being replaced by a new one.—Midland Flour Milling Co.

Doster (Caldwell p. o.), Kan.—Fred Cloud, receiver, has leased the Damon Grain & Produce Co. from the receiver.

Abbyville, Kan.—The east elevator of the L. H. Pettit Grain Co. was slightly damaged by a wind storm on Mar. 9.

Cambridge, Kan.—I have sold my elevator at Cambridge to Fred Jackson and he is operating it.—James T. Stout, Wichita.

Pratt, Kan.—Both the Benton Grain Co. and the Wolcott & Lincoln Grain Co. of Kansas City have opened branch offices here.

Salina, Kan.—The Weber Flour Mills Co. will build a 200,000-bu. storage addition, giving the company a capacity of 500,000 bus.

Salina, Kan.—The Weber Flour Mills Co. is planning an addition of new concrete storage tanks, holding about 200,000 bus. of wheat.

Pawnee Rock, Kan.—Geo. W. Smith, mgr. of the Farmers Grain, Fuel & Livestock Co., died several weeks ago in a Hutchinson hospital.

Ottawa, Kan.—Have installed machinery for making corn meal. Have also added additional equipment to our poultry feeds plant.—Ross Milling Co.

Centerview, Kan.—The Centerview Elevator Co. is the firm name under which Tom Brown will operate the elevator which he bot from the Midwest Grain Co.

Jewell, Kan.—The Jewell Elevator Co. will install electric power in its elevator bot from the Jewell Co-op. Ass'n last spring.—Fred Bartch, mgr., Jewell Elevator Co.

Pretty Prairie, Kan.—I am living here while I am repairing and building elevators for the Geo. E. Gano Co.—E. B. Schmitt, former mgr. Gano Grain Co.'s elevator at Lewis.

Clearwater, Kan.—Ray Senter, son of the late John Senter, has bot the Macredie elevator, owned by S. T. Macredie. This elevator burned in 1922 and was replaced by the present structure.

Turon, Kan.—The Raines Grain Co. has given up the lease on the Farmers Elevator, and Chas. Jones has leased it for the coming year. Mr. Raines and sons expect to engage in grain buying.

Holyrood, Kan.—I have bot the Holyrood Flour Mills which have a 150-bbl. capacity and 15,000-bu. elevator capacity. The plant is on the Santa Fe Railroad siding. Am using electric power. My sons are with me but have no interest in the mill.—A. Brunner.

Hutchinson, Kan.—The Wm. Kelly Milling Co. has let a contract to the Jones-Hettelsater Construction Co. for the erection of an additional grain storage unit of 250,000 bus. capacity. The two Kelly mills here will have a total grain storage capacity of about a million bus.

Omar, Kan.—Some time ago the Rock Mill & Elevator Co. (Geo. E. Gano, sole owner) disposed of its Lewis and Omar elevators to E. M. Schreiber, formerly with the Everly Grain Co. of Garden City. Mr. Schreiber resold the elevator here to Bert Wilkeson, who is moving it to his farm six miles southeast of here. Mr. Schreiber did not finish the Lewis deal, and G. E. Zerkle of Garden City got it and will operate it commencing with the new crop.—E. B. Schmitt.

## KENTUCKY

Munfreville, Ky.—The Munfreville Milling Co.'s plant was destroyed by fire Mar. 7.

Dixon, Ky.—T. Sellers of Onton recently bot the property formerly owned by the Onton Milling Co., which was sold at sheriff's sale.

Harrodsburg, Ky.—Clell Coleman, commissioner of agriculture, also a seed, grain and coal dealer in business here and at Burgin, has announced his candidacy for state auditor on the Democratic ticket.

Franklin, Ky.—James Moore of Hartsville, Tenn., Barney Whitesides of Fountain Head, Tenn., and D. E. Harris of Portland, Tenn., recently bot the plant of the Franklin Milling Co. for \$4,400. James Moore will be in charge of the mill. The mill was formerly operated by Geo. Moore and later went into bankruptcy.

Hopkinsville, Ky.—The Acme Mills were badly damaged by fire which started about two o'clock the morning of Mar. 17. It was reported that only the brick flour mill building and equipment burned, the brick warehouses, office and feed mill being saved. This plant had an annex of 875,000 and 160,000 bus. It is understood that the damaged unit will be rebuilt.

## MARYLAND

### BALTIMORE LETTER.

The Chamber of Commerce has as new members Wm. H. Gideon and E. Milton Berry.

At a recent meeting of directors of the Chamber of Commerce the various railroad elevators here were declared "regular."

Scott F. Evans, former pres. and mgr. of the Baltimore Pearl Hominy Co., died in New York Mar. 8. His funeral took place from the residence of his sister in Minneapolis.

Edward Netre, Wm. T. Shackelford, Eugene H. Beer and Wm. Rodgers were elected directors of the Chamber of Commerce at the March meeting of the board of directors.

The grain, feed and hay firm of W. F. MacNeal Co. has gone out of business. Geo. R. Gorsuch, administrator of the estate of the late Walter F. MacNeal, is closing the affairs of the company. It is reported that two of the oldest employes of the company will continue the business under a different name.

## MICHIGAN

Port Austin, Mich.—The Bad Axe Grain Co. sustained a total loss by fire on Mar. 13.

St. Johns, Mich.—The plant of Diamond & Cool was slightly damaged by a wind storm on Mar. 6.

Hastings, Mich.—Charles F. Parker did not buy the elevator, is just our new mgr.—Edmonds Elevator & Implement Co.

Climax, Mich.—Lanks & Son of Kalamazoo have bot the flour mill here, which has a capacity of 50 bbls. per hour.

Onsted, Mich.—We took out a hammer mill and replaced it with an attrition mill. We lacked power to properly run hammer mill.—L. D. Winter, Blanch & Winter.

Battle Creek, Mich.—Authorized common stock of the Postum Cereal Co. has been increased from 1,475,000 to 2,000,000 shares, and the name of the company changed to the Postum Co., Inc.

Melvin, Mich.—Two elevators of the Kerr Grain & Hay Co. were destroyed by a fire Mar. 12, which also destroyed the Pere Marquette station. The fire is believed to have started from an overheated engine in one of the elevators.

Battle Creek, Mich.—A. K. Zinn & Co., feed mixers and dealers in grain, who also have an elevator, will be under the management of Donald Zinn, in the mill; Fred Zinn, in charge of office and sales; Frank Zinn, road sales, and A. K. Zinn, general supt.

Lansing, Mich.—Elevator men and bean jobbers are opposing the McBride bean bill in the legislature which would require the licensing of elevators and provide uniform rules for the pick of beans and establish a corporation to handle surplus white pea beans in seasons of overproduction.

Oakley, Mich.—The Oakley Farm Bureau Ass'n has made definite plans to build a new and larger elevator on the site of the one that burned Feb. 20. The building will be about 266 ft. long and work will start as soon as the frost is out of the ground. One hundred and fifty ft. of the new elevator will be a two-story structure. There will be a new office, 20x45 ft., separate from the elevator.

## MINNESOTA

St. Paul, Minn.—The Capital Flour Mills, Inc., plans improvements to its A mill this summer.

Minneapolis, Minn.—The Dahl Elevator Co., incorporated; capital stock, \$30,000; by Ethel L., L. V., and A. M. Dahl.

Minneapolis, Minn.—P. H. Ginder now holds the membership of the late C. T. Mears in the Chamber of Commerce.

Minneapolis, Minn.—Hal Wyman of C. C. Wyman & Co. recently received a broken ankle when he fell on an icy walk.

Fosston, Minn.—The Farmers Elevator Co. has installed a Winter Universal Head Drive and Fairbanks Motor at its plant.

Maple Plain, Minn.—A. A. Dirkzwager's mill burned Mar. 16 with a total loss. No plans have been made for rebuilding.

Sacred Heart, Minn.—The Walstad elevator is having a No. 3 cleaner installed and repairs made by the T. E. Ibberson Co.

Marietta, Minn.—Henry Nelson of Summit, S. D., has bot the elevator belonging to P. E. Larson and will take charge June 1.

Bemidji, Minn.—Thomas Hughes, for 19 years treas. of the Beltrami Elevator & Milling Co., has sold his interest, and started in the jobbing business.

Plainview, Minn.—Wm. Koenig, 82, died recently. In 1833 he bot an elevator, which he operated until it was destroyed by fire a short time later.

Minneapolis, Minn.—G. A. Swan, 72, veteran grain man, died Mar. 11 from intestinal influenza. He owned several elevators in southern Minnesota at one time.

Gibbon, Minn.—The Gibbon Roller Mill's plant, flour and grain stock were destroyed by fire Mar. 19. Loss, \$30,000, partly covered by insurance. This plant includes a grain elevator.

Austin, Minn.—The Austin Milling Co. will soon open the flour mill here which was formerly the Hormel mill. J. M. Johnston, formerly of Waseca, will be in charge of the mill.

Holdingford, Minn.—The building of Abeln feed mill was partially wrecked by an explosion in the engine room. The employees escaped injury. A millwright was killed in this mill about a month ago.

Reading, Minn.—Chas. Knudtson, 48, died at a hospital in Worthington Mar. 8. He had been in the grain business here and also at Spirit Lake, Iowa. He is survived by his wife and eight children.

East Grand Forks, Minn.—Carl W. Haas, former mgr. of the Farmers Elevator Co., was given a sentence of up to ten years in the state penitentiary when he pleaded guilty to grand larceny and forgery.

Ruskin, Minn.—Stockholders of the bankrupt Ruskin Co-op. Elevator Co., which was sold at receiver's sale last fall, may be forced to pay 100 per cent on their stock in the concern. The case is now being tried in court.



Wanamingo, Minn.—The Farmers Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for the erection of a feed mill building and equipment which will include one 26-in. Diamond Attrition Mill. The mill building will be fireproof.

Worthington, Minn.—E. C. Callan of Slayton has taken over the management of the St. John Seed Co. plant, which includes a grain elvtr., for the Dill interests of Wabasha. B. P. St. John, until recently in charge, has disposed of his interest in the concern.

Little Falls, Minn.—C. E. Hyde, formerly connected with the firm of Cawley & Hyde, died Mar. 3 at his home in Webster, S. D. His identification with the grain and mlg. industry covered over 40 years. He retired in 1923. Surviving are his wife and four children.

Minneapolis, Minn.—The Froedert Grain & Maltng Co. will increase its grain handling and storage facilities. The height of the elvtr. will be raised 48 ft. to accommodate new weighing equipment, and storage tanks of 500,000 bus. capacity will be built, increasing the total to 1,500,000 bus.

Winona, Minn.—Carl Troke, 48, died recently. He was taken ill following an injury at the plant of the Winona Malt & Grain Co., where he had been a millwright for many years. The end of a rusty cable was said to have run into his left foot. A post-mortem was to be conducted to determine the cause of his death. He is survived by his wife and three children.

Dawson, Minn.—The plant recently destroyed by fire was the one owned by the Dawson Produce Co. At a stockholders' meeting it was decided to build a new plant, and contract will be let within a few days. We expect to build about a 30,000-bu. house equipped with two elvtr. legs and cleaners, also with the latest type of machinery. Dawson has five other elvtrs.—C. M. Hanson, mgr., Dawson Produce Co.

Fairmont, Minn.—We bot the elvtr. from the Fairmont Farmers Co-op. Elvtr. Co. on Feb. 25. There are two houses, one 20,000-bu. capacity and the other 15,000-bu. These houses are located on the C. M. & St. P. Railroad right-of-way. The old company is going into the hands of a receiver. We took possession immediately and are continuing handling feeds, flour, coal, seeds and posts.—Farmers Elvtr., Musser Bros., props.

Duluth, Minn.—W. C. Mitchell, 63, pres. of the W. C. Mitchell Co., died Mar. 13 following a two months' illness. Mr. Mitchell came to Duluth in 1894 from Michigan, his native state. Two years later he became a member of the firm of Randall, Gee & Mitchell, which afterward became the W. C. Mitchell Co. The firm will continue as formerly. He was first vice-pres. and then pres. of the Board of Trade from 1913-1915, and was one of its directors for many years. His interests were not confined to his business alone, and he took an active part in all civic movements of Duluth. He is survived by his wife and four children.

Mabel, Minn.—The Mabel Elvtr. Co. has won the suit brot against it by the United States Government to collect an alleged deficiency in taxes for the period Aug. 1 to Dec. 31, 1917, for which the company did not file a return, the Commissioner of Internal Revenue estimating the profits for the 5-months' period at an amount that made the tax due on income and excess profits, \$2,915.73. The company had always filed complete returns for every fiscal year from July 31, 1914, to July 31, 1924, and had paid all taxes. On May 28, 1924, the Commissioner of Internal Revenue directed the company to file a calendar year return for 1918. The defense was that the statute of limitations barred the assessment or collection; and the U. S. District Court decided in its favor, saying: "It comes down to the question as to whether, when a taxpayer makes an honest return, which he believes to be in compliance with the law, the government can assess a deficiency against him after the expiration of 5 years, on the ground that it was not in strict compliance with the law. This question, it seems to me, must be answered in the negative, as it was answered by the United States Board of Tax Appeals, whose decision is reported in 2 B. T. A. 517. Otherwise, there would practically be no period of limitation whatsoever, and every man who made an inaccurate return could have a deficiency assessed against him at any time, because an inaccurate return is not a return made strictly in compliance with the law."

Rothsay, Minn.—The Farmers Grain & Mercantile Co. is still doing business, and the report that the last of four elvtrs., operating during the past 25 years, had closed is erroneous. The National elvtr. closed last December.

## MISSOURI

McGirk, Mo.—The McGirk Farmers Elvtr. Co. is remodeling its elvtr.

Bedford, Mo.—Geo. Reece has succeeded Wm. Wells as mgr. of the Bedford Grain Co.

Sikeston, Mo.—The drier in the plant of the Scott County Mlg. Co. was damaged by fire Mar. 15.

Willow Springs, Mo.—The DeForrest feed and grist mill was gutted by fire Mar. 9. All of the machinery in three stories was ruined.

Jefferson City, Mo.—Ferdinand Dulle, 40, sales mgr. of the Dulle Mlg. Co., which also has an elvtr., died recently following an operation.

Clinton, Mo.—We have installed a Three-in-One Eureka Mixer which we needed in our chicken feed business.—Clinton Grain & Elvtr. Co.

Carthage, Mo.—Clarence Schreiner has resigned as grain buyer for the McDaniel Mlg. Co. and is planning to engage in the grain business for himself.

Huntsville, Mo.—The Huntsville Elvtr. Co. has installed a mill for grinding all kinds of grain. J. D. McLean, who built the elvtr., doing the work. Roy Meyers is mgr.

Macon, Mo.—R. E. Lauck is now mgr. of the Macon Elvtr., a concern he has been connected with several years. Chas. Burkhart, former mgr., retired because of poor health.

Rockport, Mo.—Frank Moser's elvtr. was slightly damaged by fire recently. A gas engine back-fired while being started and the flame set off some inflammable material in the pit.

Aurora, Mo.—The plant of the Aurora Mills was completely destroyed by fire the night of Mar. 20. Walter Jarret and J. A. Gregory are the owners. The mill has a capacity of 400 bbls. daily.

Kansas City, Mo.—W. B. Dalton, chief of the Kansas Grain Inspection Department, has been appointed to a place on the Public Service Commission. F. M. Fink, formerly assistant chief, has been appointed to take his place.

Kansas City, Mo.—Chas. W. Lonsdale, pres. of the Simonds-Shields-Lonsdale Grain Co., has been endorsed by 462 trade and civic organizations for re-election as a director of the Chamber of Commerce of the United States on the expiration of his first term in May.

## ST. LOUIS LETTER.

St. Louis, Mo.—The curb session of the Exchange now starts at 1:30 instead of 2 p. m.

St. Louis, Mo.—The Exchange memberships of the following have been posted for sale: A. D. Goldman, Harry Lesser, C. F. Prante and H. G. Gaus, St. Louis, and H. E. Merell, Kansas City.

St. Louis, Mo.—The Ziebold Flour Mills Co., successor to the Bauer Flour Mill Co., has been running over 14 hours daily since the new management, and expects to run 24 hours within two weeks.—Andrew Baur, pres.

St. Louis, Mo.—The Merchants Exchange will have as its guest of honor at a testimonial dinner Mar. 29 at the Coronado Hotel Hon. Cleveland A. Newton, former representative of the Tenth district in Congress, who has done much in behalf of inland waterways.

## MONTANA

The Montana unit of the North Dakota Farmers Grain Dealers Ass'n will hold a meeting in this state some time before the next harvest.

Saco, Mont.—Some of the grain in the Sherlock & Hagstead elvtr., which recently burned to the ground, was practically untouched. The wheat, which was stored, has been salvaged. Coal bins, near the elvtr., were saved.

Denton, Mont.—The Farmers Co-op. Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for the erection of a 100,000-bu. grain elvtr. The whole plant will be iron-clad and in addition to the storage to be furnished, equipment will be installed for commercial and seed cleaning. Work will be started Apr. 1.

## NEBRASKA

Curtis, Neb.—The Farmers Elvtr. Co. has opened for business under L. N. Elson. It had been closed for some time.

Mayberry, Neb.—The Derby Grain Co. is planning to repair its elvtr.

Touhy, Neb.—The Farmers Co-op. Co. is discontinuing its elvtr. business.

Cambridge, Neb.—James Carrol has resigned as mgr. of the Farmers Union Elvtr.

Creighton, Neb.—E. R. Johnson has succeeded Jerome Sharp as mgr. of Seth Jones' elvtr.

Angora, Neb.—R. S. Proudft & Co.'s elvtr. has been equipped with lightning protection.

Seneca, Neb.—The elvtr. of R. S. Proudft & Co. has been equipped with lightning protection.

Bloomfield, Neb.—T. W. Eggert has resigned as mgr. of the Farmers Co-op. Union elvtr. to accept a position as mgr. of a lumber company at Newman Grove.

Cowles, Neb.—The McCoy Grain Co. has bot the north elvtr. of the Koehler-Twidale Co. It will be operated by Allen McCoy, who has been mgr. of the plant for several years.

Gering, Neb.—The Lexington Mill & Elvtr. Co. recently installed a Winter Universal Drive on the leg of its plant. The work was done by the W. H. Cramer Construction Co.

Pleasant Dale, Neb.—I have taken the place of John Bailey as mgr. of the Farmers Co-op. Grain Co. Paul Barker took my place with the Farmers Grain Co. at Foley, Neb. (David City p. o.)—Sam Allan.

Exeter, Neb.—Stockholders of the Exeter Elvtr. Co. recently voted to amend the company's by-laws to enable it to engage in the sale of oil and gas. The board of directors is now investigating the matter.

Cortland, Neb.—J. A. O'Brien and Geo. Malone, farmers, bot the elvtr. of the Farmers Grain, Coal & Lumber Co. at auction for \$14,200. At a recent meeting of the stockholders it was voted to sell the property. It was the second oldest farmers' concern in the county.

Nebraska City, Neb.—Chas. S. James filed a petition in federal court at Lincoln Mar. 3 asking that the bankruptcy adjudication of the Bartling Grain Co. be set aside. He says the bankruptcy proceedings instituted by Edward D. Bartling, pres. of the company, were not started in good faith but for the purpose of preventing Mr. James from foreclosing his mortgages on the elvtrs. and collecting his indebtedness. He had already foreclosed and advertised the elvtrs. for sale, he says, when the bankruptcy petition was filed.

Greenwood, Neb.—Final hearing on claims against the bankrupt Farmers Grain & Stock Co. was recently started in federal court at Lincoln. The company owed about \$90,000 when its vice-pres. and sec'y, H. M. Almy and C. A. Mathis, had recourse to the bankruptcy law about a year and a half ago. W. E. Pailing, pres., is the principal creditor with claims for salary, money loaned and grain sold, totalling more than \$48,000. He has proposed, in consideration of being relieved of any responsibility in actions that might be brought, to withdraw his claim and let the other creditors have the full benefit of the assets, amounting to about \$15,000. The stockholders were to decide the matter. About 60 farmers have claims for grain delivered.

## NEW ENGLAND

Malden, Mass.—The Cunningham Grain Co. is having a survey made with a view to constructing its own electric power and light plant at its mill off Clinton St.—S.

Haverhill, Mass.—Charles H. Cox, 81, who formerly operated an elvtr. here, died Mar. 14. He was a member of the Boston Chamber of Commerce for a number of years.

Brockton, Mass.—Lawson Coal & Grain Co. has been incorporated with a capital of \$50,000. Incorporators are Carl Range, president; Roy W. Lawson, vice-president; Charles O. W. Lawson, treasurer.—S.

Providence, R. I.—Geo. L. Hurd, veteran hay and grain dealer, died recently. He and his brother, Edwin J. Hurd, formed the firm of Hurd Bros. 35 years ago, selling out three years ago. He is survived by his wife and a daughter.

Kingston, Mass.—W. H. Morton & Co. is a new firm. The company is made up of Wm. H. Morton, formerly of I. Morton & Co., which has been taken over by the Cushing Grain Co., Harry M. Morton and Howard M. Morton, who was formerly with Charles G. Jager & Co., Boston.—S.



Boothbay Harbor, Me.—The B. B. Hill Grain Co. has been bot by Leon A. Marson of Taunton, Mass., formerly of Boothbay Harbor, who will personally manage the business. Since the death of Mr. Hill several months ago, Miss Flora Hodgdon, the treas., has been in executive charge.—S.

Springfield, Mass.—New England Acme Service Stores, Inc., has been organized to deal in hay, grain, feed and other products, with capital of \$5,000, no par value shares. Incorporators are Doris C. Kaulback, Wollaston; Dorothy A. Horgan, Brockton, and Carl P. Nielsen, Hyde Park, Mass.—S.

Bangor, Me.—The Eastern Grain Co. has bot the four-story business block in which it has carried on its business for several years. The company's main business is located here with branches in Portland, Old Town, South Brewer, Pittsfield and Corinna, Me. H. O. Phillips of Portland is pres.; Charles R. Bond of Bangor is treas., and W. M. Bigelow of Pittsfield is a director.—S.

Boston, Mass.—Forrest Starr Smith, a member of the firm of Hosmer, Robinson & Co. for many years, died Mar. 14 at a hospital here after an illness following an operation. He was a member of the Grain & Flour Exchange and the Chamber of Commerce. He is survived by his wife. During the funeral services a minute of silent prayer in memory of Mr. Smith was observed on the floor of the Exchange.—S.

## NEW MEXICO

Clovis, N. Mex.—This company is a corporation, incorporated under the present name in September, 1923, and shortly after this time the writer assumed the management of the company, buying 50 per cent of the stock in it at the time. Since that time there has been no change in ownership or management. The officers are Robert Stone, pres. and gen. mgr.; Fanny Stone, sec'y, and L. H. Sanders, vice-pres. In December, 1926, the company bot elvtrs. at Grier, N. Mex., Portales, N. Mex., and Bovina, Tex., from the Clovis Mill & Elvtr. Co. Altho other grain dealers at some of these points have names similar to ours, they are in no way connected with our firm in ownership or management. We have recently ordered Kewanee Truck Lifts to be installed in our elvtrs. at Grier, Texico, Bovina. Will also make some other improvements at Clovis within the next few months.—Robert Stone, Farmers Elvtr. Co.

## NEW YORK

Buffalo, N. Y.—Geo. E. Pierce and Clifford F. Lane are new members of the Corn Exchange.

Bristol, N. Y.—The Bristol Grain & Supply Co. has bot the stock of feed formerly owned by J. F. Wood.

Buffalo, N. Y.—James Rucy, who has been grain inspector for the Hecker-Jones-Jewell Mfg. Co., will represent the New York Produce Exchange as official grain inspector after April 1.

Buffalo, N. Y.—Edmund Thomas, who recently became associated with the Lewis Grain Corporation, is mgr. of the wheat department. Mr. Thomas was with Whitney & Gibson for 27 years, that firm now being liquidated.

Ogdensburg, N. Y.—The Cargill Grain Co. of Buffalo has leased the elvtr. from the Rutland Railroad Co. The operation will not commence before May 1. The Cargill Grain Co. does not operate any boats east of Buffalo, but will probably charter ships to run on the Ogdensburg route.

Geneva, N. Y.—We are now building a new mill. The building, under contract to be completed June 15, will be of brick 32x68 ft., and five stories high, of slow burning brick construction. This will adjoin our 25,000-bu. elvtr. on the N. Y. C. R. R. We will install 300-bbl. wheat mill, 100-bbl. rye and corn mill, Allis machinery. Allis-Chalmers is getting out machinery plans and flow sheets for both mills. Hope to have all in operation by Sept. 1.—C. C. Davison Mfg. Corp.

## NEW YORK CITY LETTER.

A membership in the Produce Exchange recently sold for \$1,900.

Connor, Ludlow & Malloch, formerly with John H. Flahive & Co., have formed a co-partnership to deal in cash grain and a forwarding business. They have offices in the Produce Exchange.

Spillers Grain Co., Ltd., has changed the firm name to Spillers Mfg. & Associated Industries, Ltd.

The apartment of Thos. M. Blake was recently robbed and considerable valuable jewelry taken.

Notice posted to the grain trade to avoid misunderstanding concerning terms of sale, the committee on grain recommending to members of the Exchange and brokers in particular, the following clause: "All disputes arising under this contract to be settled according to the rules of the New York Produce Exchange."

A public meeting was called recently on the Produce Exchange due to agitation relative to the delivery on Chicago future contracts of so-called "cereal oats" that grade No. 3 white, and as such are deliverable on Chicago contracts at a discount of 1½¢ a bu. under the contract grade. A resolution was passed asking for the appointment by the board of mgrs. of a com'te to take up the subject with a com'te from the Chicago Board of Trade.

## NORTH DAKOTA

Tioga, N. D.—The E. O. Dickinson Grain Co. is adding electric power to its plant.

Finley, N. D.—Bert Northrup of Lakota is the new mgr. of the St. Anthony Elvtr. Co.

Bantry, N. D.—The Aetna Grain Co. will install a new cleaner in its elvtr. this spring.

Tolna, N. D.—The Tolna Grain Co. will install a new feed mill soon. Peter Knapp is mgr.

La Moure, N. D.—The La Moure Grain & Fuel Co. has installed Winter's Universal Head Drive at its elvtr.

Chaseley, N. D.—The grain elvtr. formerly belonging to B. M. Klinger was recently completely destroyed by fire.

Sterling, N. D.—The elvtr. of the Farmers Equity Elvtr. Co. will be overhauled this summer. S. B. Drystad is mgr.

Dodge, N. D.—The Farmers Elvtr. Co. motorized its plant here with Fairbanks-Morse Motors and two Winter Universal Elvtr. Drives.

Turtle Lake, N. D.—The Andrews Grain Co. is installing Winter's Direct Drive with Fairbanks-Morse Enclosed Motor on the elevating leg of its plant.

Berlin, N. D.—John Southall's elvtr. has recently been equipped with a General Electric 5-h.p. Single Phase Motor and Winter Universal Elvtr. Drive.

Fordville, N. D.—We have installed five new motors connected up with the local power company and have a new Scott Air Dump.—Fordville Co-op. Marketing Ass'n.

Elisberry (Rock Lake p. o.), N. D.—T. C. Wildish will rebuild the engine room and office of his elvtr. plant, which burned recently. The T. E. Ibberson Co. will replace this loss and also make some repairs on the elvtr.

Cartwright, N. D.—The elvtr. of the Tenney Co., operated as the Independent Elvtr. Co., has let a contract to the T. E. Ibberson Co. to repair damages to its plant caused by a recent fire. Repairs to the elvtr. will include a Hinckley Head Drive.

Page, N. D.—Elmer Mann, 28, died recently from injuries received when he was accidentally caught and crushed in the sprocket and chain in the pit at the Farmers Elvtr., where he had been employed for three years. He leaves a wife and one child.

Bismarck, N. D.—The bill placing the inspection of scales, weights, and measures in the state regulatory department has been recommended for passage. As it came from the senate the bill placed this work in the hands of the state railroad board.

Berlin, N. D.—The Andrews Grain Co. has installed a Winter Universal Leg Drive with a single phase motor in its plant. The motor is enclosed within a dust- and fire-proof enclosure with intake and outlet ventilator leading to the outside of the building.

Bismarck, N. D.—Senate bill No. 87 has been signed by the governor and will become a law July 1. This bill is a revision of the entire grain warehouse law, covering the powers of the railroad commission, inspector, public warehouse license, track buyers, bonds, scale tickets, grading terminal delivery, records, storage charges, failment, insurance, redemption of tickets. The re-delivery or handling charges were left the same as they are now.

New members of the North Dakota Grain Dealers Ass'n during February include the Farmers Co-op. Grain Ass'n of Minot, Farmers Grain Co. of Fonda, Equity Elvtr. & Trading Co. of Oberon, Farmers Co-op. Elvtr. Co. of Bottineau.—Sec'y P. A. Lee.

Landa, N. D.—The Farmers Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for the erection of a 40,000-bu., 19-bin grain elvtr. This elvtr. will have two legs with a Big 4 Carter Cleaner. The building will be iron-clad, a 10-ton Fairbanks Receiving Scale with a Winter Dump to be used in the driveway. Power will be furnished by a 25-h.p. engine. Two old elvtrs. will be wrecked to make room for this new elvtr. and work will be started at once.

Ambrose, N. D.—The Farmers Elvtr. Co. has given a contract to the T. E. Ibberson Co. for a 60,000-bu. grain elvtr. containing 24 bins, three legs, and grain cleaners. The Big 4 Disc Machine and a flax cleaner will be part of the equipment, which will also include air dumps, receiving scales and a 2,000-bu. Richardson Automatic. Power will be furnished by Fairbanks-Morse Enclosed Type Motors, 57 h.p. in all. This company owns two of the four elvtrs. here. Three Winter's Universal Elvtr. Drives will be used to operate the legs of the new elvtr.

## OHIO

Cincinnati, O.—The Early & Daniel Co. will have offices in the Ingalls Bldg. after April 1.

Tiffin, O.—Sneath Cunningham Co. is installing a McMillin Wagon and Truck Dump in its plant.

Columbus, O.—The Ohio Millers State Ass'n will hold its annual meeting here April 20 and 21.

Pleasant Bend, O.—The Okalona Grain Co. of Okalona has bot the Clover Leaf Grain Co. elvtr. here.

Ney, O.—The Ney Co-op. Grain Co. is installing a McMillin Wagon and Truck Dump in its plant.

North Baltimore, O.—I am installing a Fairbanks-Morse Hammer Type Mill, motor driven.—Fred Kalmbach.

Leipsic, O.—The Cruikshank Grain Co. will move its offices to the quarters formerly occupied by the Leipsic Grain Co.

Ada, O.—The Farmers Exchange grain elvtr. which burned on Jan. 8 will be rebuilt with a building costing about \$15,000.

Buckland, O.—The Buckland Farmers Exchange Co. sustained a small loss by fire which started in the engine room Mar. 4.

Port Clinton, O.—There is only one elvtr. here, which is now owned by John Lundgard, formerly the firm of Lundgard Bros.

Toledo, O.—L. L. D. Chapman of the Barker, Frost & Chapman Co. died recently. He had been a member of the Produce Exchange for 15 years.

Marion, O.—Changes have just been completed converting our plant from the use of soft to hard wheat exclusively.—Marion National Mfg. Co.

Mt. Cory, O.—A. J. Hostler has bot the Mt. Cory elvtr. and will operate it independently. This plant was formerly owned by Latham, Wise & Main.

Celina, O.—The fire which broke out in our drier burned about 250 bus. corn. There was no serious damage outside the drier.—Palmer-Miller Grain Co.

Tontogany, O.—Mr. Murdoch has resigned as mgr. of the Farmers Elvtr. Co. and is now traveling for the Weber Mfg. Co. The elvtr. is undergoing repairs.

Glenmont, O.—Cletus Starner has bot a part interest in the elvtr. of Walter G. Elliott, who also operates elvtrs. at Millersburg, Holmesville, Mt. Hope and Berlin.

The report that Lewis Schmunk of Rocky Ridge, O., was elected sec'y-treas. of the Farmers Grain Dealers Ass'n of Ohio was in error, as Mr. Latchaw succeeded himself and is still sec'y.—N. G. Bennett, president, McComb, O.

West Jefferson, O.—With the installation of the big cleaner completed on Feb. 19, the West Jefferson Elvtr. Co.'s plant is now finished. The new building, located on the Penn. railroad, was designed and constructed by the Reliance Construction Co. It has a capacity of 30,000 bus. and cost \$30,000. Fred P. Weber is mgr. of the company.



Plain City, O.—We bot the elvtr. of B. E. Thomas and invoiced the stock Mar. 9. We will not make any great changes in the equipment or house. B. M. Youmans was connected with the M. E. & C. L. Mead & Co. of Pataskala before he came here.—B. M. Youmans & Son.

Cincinnati, O.—The Grain & Hay Exchange on Mar. 14 began quoting corn prices on the basis of the freight rate to New York from country points, instead of quoting the irregular local prices. The basis is: Cool and sweet yellow corn, not over 6% damaged or 19.5% moisture; white corn same as yellow; mixed corn 3c under yellow. Discounts averaging 1c per bushel for each 1% of damaged over 6% and  $\frac{3}{4}$ c per bushel for each  $\frac{1}{2}$ % of moisture over 19.5%. Discounts for musty corn about 4c per bushel. Heating, hot corn or with excessive heat damage or foreign material sold on its merits. The country dealer who knows his freight rate to New York via Cincinnati, domestic, can calculate the price for his corn at Cincinnati.

## OKLAHOMA

Dover, Okla.—Our place has been leased to the Oklahoma Mill Co.—Kiel-Dover Farmers Elvtr.

Meno, Okla.—The Farmers Elvtr. Co. has iron-clad its elvtr. and added lightning protection.

Blanchard, Okla.—The Chickasaw Elvtr. Co. is closing its plant here. This is the only elvtr. in the town.

Ardmore, Okla.—The Ardmore Mlg. Co., which plant includes an elvtr., has increased its capital stock to \$100,000.

Alva, Okla.—The W. B. Johnston Grain Co. is erecting another elvtr. here. It will have a capacity of 50,000 bus.

Oklahoma City, Okla.—The 30th annual convention of the Grain Dealers and Millers Ass'n's will be held here May 4 and 5.

Lamkin (Enid p. o.), Okla.—A. N. Henson, owner of the Henson Coal & Feed Co., has bot the elvtr. from the Enid Mlg. Co.

Union City, Okla.—The Farmers Co-op. Elvtr. Co. will install a new 30 h. p. Fairbanks-Morse Electric Motor.—H. C. Robinson, mgr.

Waukomis, Okla.—The Waukomis Grain Co. is making extensive improvements to its elvtr., including automatic scales for loading cars.

Carter, Okla.—Ernest Corbin has bot the interest of his partner, Jim Tatum, in the grain elvtr. here, also in the cotton, grain and feed business at Sentinel.

Enid, Okla.—The Southwestern Terminal Elvtr. Co. will start work soon on an addition which will increase the capacity of its plant to 1,000,000 bus. and cost \$100,000.

Blackwell, Okla.—Elvtr. "B" of the Midland Flour Mlg. Co. was slightly damaged by a wind storm on Feb. 17. This company operates here as the Blackwell Mlg. & Elvtr. Co.

Thomas, Okla.—Elwin L. Cole lost three fingers of his right hand recently when they came in contact with burrs of a feed grinder at the Farmers Grain & Supply Co.'s elvtr.

Oklahoma City, Okla.—A. C. Elliott has resigned as supt. of the grain inspection bureau of the state Board of Agriculture to accept a position on the sales staff of the Hardeman-King Co.

Oklmulgee, Okla.—Chas. Roach, former vice-pres. of the Creek Grain & Mlg. Co., was recently elected as pres., succeeding Henry Baldwin, who was injured several weeks ago and is now traveling for his health.

Oklahoma City, Okla.—The Acme Mlg. Co. has awarded a contract for an addition to its grain storage to the Jones-Hettelsater Construction Co. The addition will consist of four tanks and five interstice bins with a total capacity of 110,000 bus.

Muskogee, Okla.—Fred G. Wenderoth, 67, pres. of the Wenderoth Grain Co., died recently following a stroke of apoplexy. Mr. Wenderoth had been in the hay and grain business for 40 years, coming here from Ft. Smith, Ark., in 1917. He is survived by his wife and three sons.

Temple, Okla.—We have recently covered our elvtr. with iron, installed 15-h.p. Fairbanks-Morse Motor and enlarged our warehouse to take care of our increased feed business. We expect to install a new truck scale, also truck dump before another crop moves.—J. E. McDonald, McDonald Grain Co.

Lone Wolf, Okla.—The old elvtr. No. 2 of the Chickasha Mlg. Co. is being razed and the material will be used to build a new storehouse. A new office will be built and a set of 10-T truck scales and covered driveway installed.

## OREGON

Portland, Ore.—Raymond B. Wilcox, pres. of the Chamber of Commerce, suffered a fractured leg as the result of a collision with a freight car.

Portland, Ore.—The Merchants' Exchange on Mar. 17 voted to withdraw the application made to the Seattle, Wash., Exchange that Portland be made a delivery point for Seattle future delivery wheat. The withdrawal was based on Seattle's agreement that the Portland price be discounted 1c per bu.

## PENNSYLVANIA

Fayetteville, Pa.—Jacob Hereter of Gettysburg has bot the elvtr. of the Fayetteville Feed & Grain Co. from Chas. W. Sollenberger.

Philadelphia, Pa.—Girard Point Elvtr. is now the only elvtr. here owned and operated by the Pennsylvania Railroad Co. The burned Keystone Elvtr. will not be rebuilt.—A. J. Dando, elvtr. agt.

Philadelphia, Pa.—Concrete work on the new 2,500,000-bu. elvtr. for the P. & R. at Port Richmond has been completed and machinery is being installed and galleries erected. It is to be ready for operation in May.

## SOUTH DAKOTA

Lowry, S. D.—The Farmers Exchange has added lightning protection to its elvtr.

Alexandria, S. D.—The Farmers Elvtr. Co. has added lightning protection to its plant.

Glenham, S. D.—The Glenham Equity Exchange recently had two Winter Direct Head Drives installed on the legs of its elvtr.

McIntosh, S. D.—The McIntosh Equity Exchange has installed two Winter Universal Elvtr. Drives with General Electric motors in its plant.

Loyalton, S. D.—Mr. Daniels of Minnesota is the new mgr. of the Farmers Elvtr. Co. The two elvtrs. have recently been equipped with lightning protection.

Lake Andes, S. D.—The elvtr. formerly belonging to Harry Mansbridge was destroyed by fire Mar. 16. No insurance; loss estimated at \$5,000. This was one of the five grain elvtrs. located here.

De Smet, S. D.—The name of my plant is the Farmers Elvtr., S. Arneson. It has a capacity of 40,000 bus. and is an up-to-date plant, costing \$51,000 when built six years ago. Will paint the coal sheds and corn cribs this spring.—Farmers Elvtr., S. Arneson.

## SOUTHEAST

Broadford, Va.—Stuart Elswick's flour mill was recently damaged by fire.—P.

Seagrove, N. C.—S. G. Richardson and F. M. Wright have bot and will improve the property of the roller mills.

Charlestown, W. Va.—The Reed Grain & Mlg. Co., Inc., capital stock \$25,000, to deal in grain, feed, seeds, meal, flour, hay, etc., both retail and wholesale, by Eddy B. Reed, K. P. Puryear, S. F. Ware, M. L. F. Johnson and B. L. Byers.

Rippon, W. Va.—I am the only grain dealer located here and have been in the business since July, 1926. In Feb., 1927, I took Lewis Long Allen into the business with me, tho all business is handled in my name at present. The first of the year we expect to change to O'Bryan & Allen. We buy wheat, corn, hay, straw and sell coal and seed. We do not have an elvtr. or warehouse, but anticipate erecting warehouse at an early date. Mr. Allen is a grandson of L. M. Long who was in the grain business here for several years. Mr. Long may build an elvtr. for us if a suitable location can be found.—S. G. O'Bryan.

## TENNESSEE

Memphis, Tenn.—L. R. Donelson, Sr., senior member of the brokerage firm of Donelson & Poston, is seriously ill at his home.

Memphis, Tenn.—The Scott County Mlg. Co. of Sikeston, Mo., has applied for membership in the Merchants Exchange. Their account has been with Donelson & Poston.

## TEXAS

Dallas, Tex.—The Universal Mills has increased its capital stock from \$180,000 to \$300,000.

Amarillo, Tex.—The chamber of commerce and the board of city development are working to secure grain and other industries for the city.

Silverton, Tex.—It is understood that one or more grain elvtrs. are to be built here, to be finished by the time the Ft. Worth & Denver South Plains railroad completes its line into town, which is expected by the early part of 1928.

Pullman (Amarillo p. o.), Tex.—The Kearns Grain Co. will build a 20,000-bu. frame iron-clad elvtr., the contract having been let to the Star Engineering Co. This elvtr. will be equipped with engine power, dump scale, automatic scale, and high speed elvtr. leg.

Canadian, Tex.—The vacant elvtr. belonging to Albert Liske and Ed. Balderston was destroyed by fire the morning of Mar. 4. The elvtr. was built by Kemp & Kell of Wichita Falls about 20 years ago. It was known as the Farmers Elvtr. because until five or six years ago it was operated by the Farmers Shipping Ass'n.

Houston, Tex.—W. J. Peterson, chief grain inspector of the Merchants Exchange, has announced that unless immediate steps are taken to provide at least 650 ft. more of berthing space and additional loading facilities at the public grain elvtr., the Port of Houston will go into a new grain exporting season at a great disadvantage.

## UTAH

Ogden, Utah.—The Royal Mlg. Co. of Minneapolis has filed articles of incorporation here; capital stock, \$1,000,000. Geo. F. Sutherland, supt. of the Royal Mlg. Co., Great Falls, Mont., is arranging for installation of that company's machinery in the former Albers Bros. mill, which plant includes a grain elvtr.

## WASHINGTON

Oakesdale, Wash.—Mail addressed to the T. W. Bushby Grain Co. is undeliverable.

Toppenish, Wash.—The Alfalfa Mills Co.'s plant burned recently with a loss estimated at \$30,000.

Tacoma, Wash.—The Washington Co-op. Egg & Poultry Ass'n has taken over the Milwaukee dock No. 3 with its grain elvtr. on a 10-year lease.

Olympia, Wash.—A bill has been introduced in the house providing for the appointment of one or more chemical laboratories in Spokane and two or more in Seattle and the licensing of the same to whom either person involved in a transaction wherein grain or grain products are bot and sold on a basis of protein contents may submit samples for analysis. In the event that either party feels aggrieved at the result of the test he may within five days appeal to the director of agriculture who may at his discretion submit samples to three of such laboratories for further tests and on the average of three tests shall declare the final protein value of the product. Fees of \$1 for making such test may be charged, and a fee of \$10 shall be charged for a license. An appropriation of \$500 is made from the general fund for carrying the act into effect.

Longview, Wash.—Preliminary plans have been completed by the John S. Metcalf Co. for the erection of a \$380,000 grain elvtr. at the public port. The voters of the municipal port district have voted bonds, and the port commission has entered into a contract with an operating company. Work will commence this summer and the elvtr. will be ready for the 1928 crop. The plant will be built on a unit basis, and it is so arranged that additional storage bins can be built as required. The first unit, including the work house, will have a capacity of 360,000 bus. The facilities provide for placing aboard boat 15,000 bus. per hour. The plant will consist of three railway tracks and track shed, a work house 180 ft. high, 10 bins storage space, 400-ft. wharf and dock connecting gangways, sack shed, shipping gallery and auxiliary shipping gallery. It will be fireproof and completely equipped, providing for handling grain more rapidly than any other plant on the Columbia river. Space has been provided for building flour and feed mills near the elvtr.



Winlock, Wash.—We are contemplating the installation of a feed mill for the manufacture of our stock feeds, just a small mill to supply the immediate territory.—Washington Co-op. Egg & Poultry Ass'n.

Seattle, Wash.—The Port Commission will enlarge the Hanford Street elevator to a capacity of 500,000 bus. The increased capacity of the elevator would definitely establish Seattle as the grain export center of the Pacific northwest, according to Col. Geo. B. Lamping, pres. of the port commission.

## WISCONSIN

Shell Lake, Wis.—The Shell Lake Roller Mills burned Mar. 4.

Arlington, Wis.—Jamieson Bros. of Poynette have bot the Arlington Mills.

Milwaukee, Wis.—The primary election of the Chamber of Commerce will be held Mar. 26 from 10 a. m. to 1 p. m. Candidates to be balloted upon were proposed at the annual caucus Mar. 19.

Superior, Wis.—A bill has been introduced in the state legislature to abolish the Grain and Warehouse Commission which has three members who serve the grain interests here, and to place the division under the state department of agriculture.

Superior, Wis.—Controversy over a post as grain and warehouse commissioner, claimed by both Mrs. Mollie H. Widell and Chas. H. Peavey, has been settled by Gov. Fred R. Zimmerman's appointment of John A. Bardon to the disputed position.

Rice Lake, Wis.—We expect to start building our new grain elevator June 1. The contract will be let to a local contractor. This is our plan at this time. We will have eight 1500-bu. bins, complete with elevators and automatic scales. We have our sites on the Soo & Omaha road.—A. A. Bergerson & Co.

Weyauwega, Wis.—It is our plan to build a concrete elevator some time during the coming summer. We have been rebuilding our mill the past month, have enlarged the capacity and built an up-to-date rye mill. We will start operating it within a few days.—G. W. Moody, mgr. Weyauwega Mfg. Co.

Milwaukee, Wis.—W. A. Hottenson will be re-elected pres. of the Chamber of Commerce, as he had no opposition in the recent caucus. Others named were A. L. Johnstone, first vice pres.; A. L. Flanagan, second vice pres.; H. A. Plumb, sec'y-treas.; J. Walter Rice, L. J. Beck and Otto R. Sickert, board of directors; Arthur F. Riels, E. S. Terry and Roy I. Campbell, board of arbitration; H. H. Peterson, A. R. Taylor and J. J. Crandall, board of appeals. Only for the board of arbitration is there any need of an election with three candidates for two offices.

## WYOMING

Sheridan, Wyo.—Alf Diefenderfer has been placed on the board of directors and made vice pres. of the Denio-Barr Mfg. & Grain Co., succeeding Ralph Denio, who has severed his connection with the company. J. W. Denio, 80, pres. of the company, is seriously ill. W. D. Kistler, another member of the board, will have charge of the northern division of the company with headquarters at Sheridan.

## Foreign Traders to Meet in Detroit.

O. K. Davis, sec'y of the National Foreign Trade Council, has announced that the 14th annual convention of the council will be held at Detroit, Mich., May 25-27.

The farmers' problems in foreign trade will occupy a prominent place on the program. Two of the important speeches already arranged for on this topic include addresses by Ex-Governor James P. Goodrich of Indiana on "Some Hopeful Aspects of Agriculture" and the opening address of the convention by Julius H. Barnes, president of the Barnes-Barnes Co., New York, and former president of the Chamber of Commerce of the United States, who will speak on "The World's Trade Today and Tomorrow."

Woodpeckers are one of the worst enemies of the European corn borer.

## Number of Grain Appeals Handled Break Records.

The number of grain appeals handled the first half of the current fiscal year by the Bureau of Agricultural Economics broke all records. These appeals were from inspections made by grain inspectors licensed by the department under the grain standards act. The thirty-five offices of Federal Grain Supervision entertained a total of 34,462 appeals in the six months of the new crop year, issuing grade certificates on the grain.

Wheat led in the number of appeals with a total of 21,288; corn was next with 8,990; oats, 2,705; rye, 1,210; grain sorghums, 130; barley, 101; mixed feed oats, 29; and feed oats, 9.

The Chicago office led with a total of 7,177, more than half of which was corn.

The grades appealed from were changed in 44.6 per cent of the cases, and in 38.8 per cent of these cases higher grades were given. In 55.4 per cent of the appeals the inspectors were sustained.

The fees on the appeals amounted to \$36,367.63, which was turned in to the Treasury. The Chicago office alone contributed \$11,855, over half of which resulted from appeals on better than twelve million bushels of grain loaded aboard steamships.

The number of appeals carried to the board of review at Chicago not only established a new record for the six months' period, but passed that for any previous full year. The board handled 782 board appeals, sustaining the district supervisors in 81.3 per cent of the cases. Grain samples sold brot in another \$4,086.

Appeals called to Jan. 1, 1927, totaled 34,503; to Feb. 1, 39,064; and despite the fact that February was a short month, 4,534 appeals were handled, bringing the total to March 1 up to 43,598, a new record.

Toledo has extended an invitation to three grain dealers' associations to meet here in June. The idea is to have a Joint Meeting of the Ohio, Indiana and Michigan dealers and while it would be the first of this kind, we hope the officers of the three associations will decide to come.—J. F. Zahm & Co.

**Randolph Grain Driers**  
DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
THIS DISTINGUISHES THE BEST FROM THE REST

**R**ANDOLPH driers contain no woven wire cloth or perforated metal to cause clogging or loss of efficiency.

## Recent Terminal Installations

Russian Government (16 driers)....Moscow  
Washburn Crosby Co.....Buffalo  
Seneca Elevator Corp.....Buffalo  
Early & Daniels Co.....Indianapolis  
Fostoria Storage & Trans. Elev. Fostoria, Ohio  
Capitol Elevator Co.....Duluth, Minn.  
Reliance Term. Elevator...Fort William, Ont.  
Consolidated Elevator Co...Fort William, Ont.  
Northwestern Elevator...Fort William, Ont.  
Northland Elevator.....Fort William, Ont.  
N. M. Paterson Co.....Fort William, Ont.  
Grand Trunk Pacific Elev...Fort William, Ont.  
Iglehart Bros.....Evansville, Ind.  
Quaker City Flour Mills...Philadelphia, Pa.

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## Sec'y of Agri. on Chicago Corn and Oats Contract Grades.

As reported on page 283 of the Journal for Mar. 10 the Iowa Legislature adopted a resolution directed to the Sec'y of Agriculture protesting against the change in the grades of corn and oats deliverable on contracts on the Chicago Board of Trade.

Sec'y W. M. Jardine made the following reply, which was read in the Iowa Senate Mar. 14:

This is a resolution protesting against the recent changes of the rules of the Chicago Board of Trade eliminating No. 4 corn from the grades tenderable on futures contracts during the months of November, December, January, and February; and against the proposed changes of said rules which contemplate the elimination of No. 3 white oats from the deliverable grades, unless it can be shown by those instigating such changes that their operations will be in the interests of the producers, and that they are not for the purpose of stimulating speculation and increasing speculative gains at the expense of producers. Thru this resolution the General Assembly of the state of Iowa requests a thoro and exhaustive investigation by the Grain Futures Administration of the United States Department of Agriculture as to the probable effects of such changes in the rules of the Chicago Board of Trade.

**No. 4 Corn.**—I am pleased to advise that the Grain Futures Administration is now making a study of the various grades of grain delivered on future contracts with the view of determining how prices may be advanced or depressed thereby. It will be impossible to determine fully the effect of the elimination of No. 4 corn from the deliverable grades until deliveries are made on the new crop next winter during the months of November, December, January, and February, these being the only months when No. 4 corn could be delivered prior to modification of the delivery rules. However, it is only fair to say that the Grain Futures Administration, based on information now available, is of the opinion that the elimination of No. 4 corn from the deliverable grades will result in benefit to the producer in that the value of the dominant future contract will be enhanced thereby with the result that price levels should be lifted for all grades. Inasmuch as moisture is the chief factor in the grading of corn, and as No. 4 corn can be readily dried to meet the requirements of No. 3, it should be in better demand under the rules as modified last January.

**No. 3 Oats.**—As to the elimination of No. 3 oats the situation is somewhat different. The grading down to No. 3 is generally due to excessive damage and discoloration and therefore cannot be raised readily to a higher grade except thru mixing with oats of better quality, and in unfavorable seasons these are not always available in sufficient quantities to carry the lower grades. The Department believes that No. 3 should remain as one of the deliverable grades, and it is hoped that the Chicago Board of Trade will not take favorable action on any proposition to eliminate No. 3 oats from the grades that may be tendered on a futures contract.

While the Department recognizes the deliveries play an important part in futures contracts, and therefore is desirous of determining the effect on basic prices of any changes in the rules governing the deliverable grades, your attention is directed to the fact that the grain futures act in its present form does not give to the Secretary of Agriculture authority to fix the grades of grain that may be delivered on such contracts.

## A Discouraging Result of Overvaluing Farm Lands.

State and local property taxes took over 33 per cent of the net income from rented farms in Colorado during the year 1925. This represents a slight decrease in the proportion of rent taken by taxes as compared with 1923, but a marked increase in the tax burden as compared with 1919. The figures are based on a survey by the Colorado State Agricultural College and the United States Department of Agriculture.

Property taxes on 568 Colorado farms reporting such taxes for 1925 averaged 61 cents an acre. Gross rents on these farms averaged \$2.30 an acre and net rent before the payment of taxes, \$1.84.

Reports for 1923 were received from 414 farms. Their gross rents averaged \$2.25 per acre, net rents before taxes were paid averaged \$1.80 an acre, and taxes 68 cents per acre. Taxes in 1923 amounted to nearly 33 per cent of the net income.



## Feedstuffs

Wisconsin's commercial feed bill amounts to \$40,000,000 annually.

St. Louis, Mo.—Schwartz Bros. Feed Co.'s warehouse was recently damaged by fire.

Toppenish, Wash.—The Alfalfa Mill Co. suffered a \$30,000 fire loss to its properties recently.

Huntington, Tex.—T. C. Durham is now operating the feed business recently purchased of W. D. Ivy.

Hailey, Ida.—A 20-ton daily alfalfa meal mill will be ready for operation by Sept. 1 for the citizens of Hailey.

Buffalo, N. Y.—A new feed mill is expected to locate here in the near future. The daily capacity is placed at 15-20 carloads.

More grain can be attracted to your elevator in many ways. A good line of feeds will often turn the trick, but solicitations are essential.

Timothy hay produces about one-tenth as much protein per acre and less than one-half as much total nutrients as alfalfa hay.—*Hoard's Dairyman*.

Jennings, La.—A warehouse is under construction, to be equipped for the manufacture of feed, for the Eagle Feed Co. of Crowley, La.—P.J.P.

Salt Lake City, Utah.—The new mixed poultry feed manufacturing plant of the Pacific Seed House is now in operation in charge of F. C. Butler.

Sidney, O.—The Nuvita Cereal Co. has been incorporated for \$25,000 capitalization by S. L. and K. Flowers, John Whitney, W. B. Swonger and Roy F. G. Hess.

Spontaneous combustion in stacks of certain kinds of feedstuffs can be avoided by following the stacking recommendations of the Mutual Fire Prevention Bureau.

Cypress, Cal.—The Geo. P. Miller & Sons feed mill and bean-cleaning plant was recently demolished by fire. The partially insured \$10,000 blaze started from a kerosene stove.

Feeds that are low in lime or low in phosphorus are likely to bring disastrous results if fed exclusively. That's what makes bran such a mainstay ration among dairy cattle feeders.

Pennsylvania's mills grinding flour and grist have decreased from 1,742 in number to 606, within the past quarter-century, states Geo. A. Stuart, grain marketing specialist of the Dept. of Agr.

Dubuque, Ia.—Edward J. Heuchelin and Otto F. Henker obtained the properties of the Rooster Flour & Feed Mills, as of Feb. 1, of Hammel-Henker & Co. The former is managing superintendent. Mr. Henker holds one-third interest.

Battle Creek, Mich.—The name of the Postum Cereal Co. is to be changed to the Postum Co., Inc., and its common stock increased from 1,475,000 to 2,000,000 shares.

Chicago, Ill.—The Vitality Mills, Inc., manufacturers and dealers in grain and grain products, was incorporated with a capitalization of \$50,000 by Paul M. Godehn, Julius E. Beach and Frank W. Sullivan.

Morristown, Tenn.—W. S. Howell, former mgr. of the Pinnacle Mills, has returned in the same capacity, succeeding J. H. Horton. Mr. Howell is financially interested in the concern.—E. P. MacNicol, Sec'y Southern Mixed Feed Manufacturers Ass'n.

Cod-liver oil is one of the best supplements to add to the ration of laying hens to insure winter egg production, good shell texture, and reduced mortality, but it proves uneconomical when the birds have access to a good outside range.

Los Angeles, Calif.—The Poultrymen's Co-op. Mfg. Ass'n has completed its large new reinforced concrete \$200,000 feed milling plant and 50-carload capacity elevator. The organization's expansion program calls for a \$500,000 expenditure eventually.

St. Joseph, Mo.—Thomas W. Southard, president of the Thos. Southard Co., mixed feed manufacturers here, now broadcasts regularly over station KGBX. The discussion on poultry raising being put "on the air" are available to the trade in pamphlet form.

Clark, S. D.—Things are pretty quiet around here, with the exception of the retail feed business. We have done an awfully nice business selling feed corn and oats, which enabled us to make a little profit on this year's crop.—T. L. Keenan, Clark County Farmers Elvtr. Co.

Minneapolis, Minn., Mar. 10—Receipts at this market during February, compared with February, 1926, in tons, were: millstuffs, 6,865-1,495; screenings, 15,324-6,913; linseed meal, 215-199; hay, 4,479-2,632. Shipments similarly compared, were: millstuffs, 54,866-42,691; screenings, 7,100-7,936; linseed meal, 9,244-20,165; hay, 789-692.

Evansville, Ind.—Pastures in southern Indiana are coming in rapidly and farmers are not buying as much milfeed as they were a few weeks ago. Mills report however, they are able to dispose of about all of their millfeed and at good prices. Oats have been moving briskly. The demand for timothy has also been very good. Baled rye straw has been scarce in this section for some time and prices are holding rather firm.—C.

Lax feed inspection and enforcement because of lack of funds in Mississippi and Tennessee is working to the advantage of "feed bootleggers." Funds collected for this department greatly exceed the amount allotted for the work, the surplus being diverted into other channels. The Southern Mixed Feed Manufacturers Ass'n is striving to either have the laws enforced or the tax reduced. Relief is promised in Tennessee.—Sec'y E. P. MacNicol.

Oklahoma City, Okla.—House bill No. 318, an act reducing the present state feed tax inspection fee from 10c per ton to 8c per ton was before the senate the morning of Mar. 22 and was defeated by the small margin of two votes on final passage. The vote was 21 for the bill and 12 against it. The rules of the senate require 23 votes to pass a bill.

Michigan has had an over-supply of cul beans the past two seasons which are being fed in large quantities to dairy cows. Cooking removes its unpalatableness. When added with a grain ration, with silage (either alfalfa or timothy hay) as a roughage, tests show the cows thrive exceptionally well. The cooked beans have been proven worth more than half as much as cotton seed meal or linseed oil meal as a source of protein.

Lawrenceburg, Ind.—John A. Shields is first vice president of the Indiana State Chamber of Commerce, being chosen for this honor for the fifth consecutive time recently. He is also serving his fourth term as president of the Indiana Manufacturers' Ass'n. Until recently, Mr. Shields was secretary of the Blish Milling Co. of Seymour, Ind., however, he now heads the Greendale Mills, Inc., of Lawrenceburg. He was twice a president of the state millers ass'n.

Owatonna, Minn.—Articles of incorporation have been filed by the Bowman Laboratory & Mfg. Co., which will locate here in April. Erick Bowman of Claremont is president. Other incorporators are W. I. Stevens, also of Claremont; C. K. Smersh and Frank J. Bulver, both of Owatonna. The corporation will manufacture for wholesale distribution a line of poultry and cattle feed and remedies, including egg mashers, chick feed, scratch feeds, mineral feed, pig meal, etc. A plant to house the company's operations will be completed within the next two months, it is understood. Some \$6,000 worth of equipment will be installed therein. The company is incorporated for \$50,000.

Loudonville, O.—Our new feed mill and elvtr. is constructed of reinforced concrete and has a grain storage of 25,000 bus, and the warehouse a storage capacity of 15 cars. The building is equipped with a complete line of feed grinding machinery for the manufacture of cracked corn, meals, scratch feed, chops, etc. Our milling plant is not accessible for trucks and wagons, as we do not retail anything at our milling plant, neither do we receive any grain except in car loads. Our feed plant is separate from the milling plant, and it is at the warehouse and feed plant where we receive grain from the farmers, and retail our various products. The building was largely designed by ourselves to meet our conditions and requirements. We furnished all the material and employed a construction foreman to superintend the work.—H. J. BeBout, pres., Loudonville Mfg. Co.

Of necessity, we must adopt new mechanical practices regardless of any antipathy for improvement of our habits. The world stands still for no one.

## RED COMB MASHES

Complex  
Mineral Balanced

Mineralized Mineralized Mineralized



Write for Our Dealer's Proposition  
(Enclose this advertisement)

Hales & Hunter Co.

327 S. La Salle St. Chicago, Ill.

## Exports of Feedstuffs.

Exports of feedstuffs during January, compared with January, 1926, and for six months ending with December, are reported in tons by the Bureau of Foreign and Domestic Commerce, as follows:

	January		6 mos. ending Dec.	
	1927	1926	1927	1926
Hay .....	976	1,373	6,701	8,700
Cottonseed cake	47,524	53,391	166,086	198,767
Linseed cake	29,069	35,599	140,087	140
Other oil cake	169	150	8,187	2,485
Cottonseed meal	38,575	15,516	114,170	68,688
Linseed meal	1,482	154	3,661	2,545
Other oil cake meal	45	140	613	1,983
Bran and middlings	1,068	278	2,440	1,174
Screenings	498	197	555	2,757
Other mill feeds	620	784	4,334	4,770
Prepared feed	5,001	1,758	16,012	10,620

## GREENDALE FEEDS

Sweet Feeds,  
Mashes, Scratch,  
Poultry, Horse,  
Mule, Hog and  
Stock

Scientifically  
Prepared from  
Best  
Ingredients  
Obtainable

CRACKED CORN

GROUND OATS

Get in early and handle the

COMPLETE LINE

GREENDALE MILLS, Inc.

JOHN A. SHIELDS, Gen'l Mgr.

Lawrenceburg, Ind.



## Nebraska Feed Bill Hopelessly Political.

Repr. Case has introduced an unworkable bill into the Nebraska Legislature which has not been reported out of the House Com'te on Agriculture.

Scientific chemistry strains a point to determine every ingredient contained in a feed inspector's sample, however the two instigators of this measure (a pair from the campus of the state "Ag" school who have never been inside of a feed mill), set forth that a " \* \* \* positive statement of the percentage of each ingredient used in the manufacture of such (commercial feeding stuffs) product \* \* \* shall be required. Feed manufacturers, importers, jobbers, firms, ass'ns, corporations, or persons selling, offering or exposing for sale, or distributing within the state, would be subject to the regulations.

Nebraska, then, would very quickly become the dumping ground of the country for adulterated and misbranded feeds, a reputation the state of Missouri now enjoys, because the unscrupulous manufacturer could mix in 30 per cent flax by-products "or other low quality" stuff and declare but 10 per cent on the labeled contents and could get away with it. This manufacturer could naturally undersell the one who declared contents honestly.

The mention of flax by-products, the best known carrier of molasses for steer feeding and fattening, in the list of practically valueless materials, seems to indicate that the instigators to the bill might have been more selective in naming constituent articles.

The bill calls for a \$500 fine for any violation of this unworkable code, which casts reflections on the ability of the state courts to mete out justice in proportion to the severity of the infraction. Should the offense be a neglected label, no court in the state would impose a \$500 fine.

Jonah was the first unfortunate speculator—he was "taken in."

Locomotive sparks will hereafter be sent flying thru the air into all open cupola windows up and down the line, just as in a few cases reported heretofore; however Congress is expected to rule that all nice red-hot locomotive sparks shall be carried in a non-conductive metal capsule in order that elevator operators will be spared the effort and expense of covering openings and re-roofing with fire-proof material.

## New Feed Trademarks.

Western Grocer Co., Marshalltown, Ia., filed trademark Ser. No. 244,199, the combination of words "COD-O-LAC," particularly descriptive of poultry feed.

White Grain Co., Duluth, Minn., filed the mark "BIG 'W,'" below which appears a larger encircled "W," applying for trademark Ser. No. 239,449, as particularly descriptive of scratch feeds.

Western Grain Co., Birmingham, Ala., filed trademark Ser. No. 243,406, particularly descriptive of oats, corn, corn chops, fattening relish and bulky mixer feed. The mark is "JIM DANDY," picturing a southern colonial gentleman of several decades back.

William Grelck, St. Paul, Minn., has posted the combination of words signified by the following letters, "VI-TASI-LAC," for registration as trademark Ser. No. 239,105, particularly descriptive of self-preserving feed product of semi-solid consistency made from malted grain.

Fuller Mfg., Inc., Albany and Schenectady, N. Y., has posted the "THREE BEARS" trademark Ser. No. 243,650 as particularly descriptive of stock and scratch feed, etc. Three cubs are pictured, two of which are holding sacks of Fuller Flour, below which appears the words "Bears Repeating."

## Value of Fermented Feeds.

By D. E. HALE

We asked one of our college friends why he put meat scraps in a mash feed, and he looked at us rather surprised and said: "Why, every poultry raiser knows you must furnish animal protein." "Who says so?" we asked. "Why," he replied, "it has been in every text book we ever had." "That is the reply I wanted," we answered.

Information in most of our text books has been handed down for several generations, and it is about time we did a little research work of our own.

The feed manufacturers give a better answer when they say we must have a variety of animal, vegetable and cereal proteins, as one working on the other gives a better breaking down, etc.

Most egg mashes contain around 18 to 20 per cent animal protein furnished in the form of meat scraps or milk. Now why not use twice as much? If 20 per cent is good, why isn't 40 per cent twice as good? Because they could not digest and assimilate it without danger. Very good.

It is in the mash feeds that we have our method of furnishing the proteins that must be furnished to make eggs, meat and feathers, and the big problem is to get a good digestibility. If that wasn't a fact, why not use some of the high protein feeds such as cottonseed meal? Because they are low in digestibility, is the answer. If we furnish the necessary amount of proteins, we must have them digested or it is like feeding a young babe mince pie. It would do more harm than good.

Our egg mash contains between 19 per cent and 20 per cent protein. The best way we could find of getting a better digestibility was by a greater or longer fermentation. Our dry mash contains 20 per cent meat scraps. One-third of all the mash we feed is the moist or fermented mash. By leaving the meat scrap out of the fermenting mash we reduced our feed bill one-third the meat scrap. At \$70 a ton meat scrap costs \$3.50 per hundred. One-third of that is \$1.16 that we saved on every 500 pound mix of feed, or 23 cents on every 100 pounds of feed mixed, and that is worth saving.

Fermentation.—Not only the saving, but we fermented the mash 24 hours with the result we got a much better breaking down of the starches as shown by a laboratory test, and obviously we got a better digestibility and a greater assimilation.

Other interesting facts developed. In the dry mash we have never considered it safe to use more than one-half of one per cent salt. In the 24-hour fermented mash we use one per cent and the result is the fermentation turns it into hydrochloric acid, which is a digestive juice.

Two per cent of cheap sugar was used. We used a cheap grade of corn sugar that cost around three cents per pound. We did this because yeast likes sugar, will attack it first, thus develop more rapidly and we have more yeast cells to work on the starches, etc.

Lactic Acid Without Buying Buttermilk.—Another interesting fact. We found that tanners use lactic acid in tanning leather and to our surprise the cheapest method of getting it was to ferment bran. Our laboratory test showed our 24-hour fermented mash strong in lactic acid, hence we had that benefit without using buttermilk.

Now the above may be all wrong when figured scientifically. Some scientist may tear it all to pieces, but we merely point to results and say: "there is the answer." Our egg production increased and was maintained right through the summer. The birds were in the best of health and were always hungry for it. It was one feed they seemed to smell or sense when the feed man started from the feed house.

Some tell us that a moist mash will make them fat, and so it would if they were allowed to gorge themselves on it. They should be fed just what they will clean up in about 15 minutes, rather than all they will eat. When fed once a day, in that amount, they seem to consume just about as much of the dry mash as when they do not get it.

## Illinois to Fight Corn Borer.

In order that Illinois may share in the \$10,000,000 appropriation made by Congress for the eradication or control of the corn borer pest, a bill has been prepared for the state legislature, requiring farmers to clean up their corn fields, plow under the stubble and burn waste stalks.

The Federal government offers a bonus of \$2 an acre to farmers cleaning up their fields, and in addition the state proposes to pay for such work above \$1.50 an acre. The state bill would appropriate \$100,000 a year for the next two years.

The corn borer was first discovered in Illi-

nois a few months ago near Grant Park in Kankakee County, which is very close to the Indiana state line. While no further evidence of the borer has been found in the state the steady progress westward of the insect in the past few years makes it practically certain that the corn belt is endangered. The bounties to be paid to farmers will apply in those districts in which protective work may be ordered by the state agricultural department.

Argentine harvesting and threshing operations are practically completed with results fully confirming the expectations of a large crop, characterized by good quality. The new corn is in excellent condition and a huge crop is expected.

## Kansas Grain Dealers Commend President Coolidge.

[Continued from Page 344.]

### RECEIPTS.

Balance Jan. 1, 1926 .....	\$ 3,433.37
For membership and dues .....	6,648.85
For directories .....	74.00
For advertising .....	955.00
Check issued R. E. Lawrence, never cashed .....	5.00
	<b>\$11,116.22</b>

F. A. Derby moved the adoption of the report. Carried.

H. B. Wheaton, Hugoton, presented the report of the Auditing Com'te which was adopted.

S. W. Grubb, Topeka, presented the report of the Resolution Com'te and the following resolutions were adopted:

### Resolutions Adopted.

#### COMMEND PRESIDENT COOLIDGE.

Appreciating as we do the unrest and dissatisfaction among the producers of farm products with the present low prices and methods of marketing, and believing that this dissatisfaction has been brought about by political agitation, and believing that all legislation so far proposed is unworkable and impracticable, we are unalterably opposed to any such legislation unless some plan is worked out which is sane, reasonable and just. Therefore, be it

RESOLVED, That we commend President Coolidge for the veto of the McNary-Haugen bill, and that we go on record as being opposed to all farm legislation which has so far been proposed. Furthermore, be it

RESOLVED, That our secretary be instructed to send copies of this resolution to President Coolidge and our United States Senators and Representatives from Kansas.

#### PROTEST GRADING WHEAT SMUTTY.

WHEREAS: Each year there seems to be a certain amount of smutty wheat, regardless of any precautions taken by the producer to eliminate smut from his grain; and,

WHEREAS: The Department of Agriculture has adopted rules for grading smutty wheat which we believe are detrimental and unreasonable; and,

WHEREAS: These rules the present year cost the producers of Kansas and adjoining states millions of dollars. Therefore, be it

RESOLVED: That it is the unanimous consensus of all members of the Kansas Grain Dealers Association that the Secretary of Agriculture be notified of our protest against the present rules for grading this smutty wheat, and ask that the old rule be re-established allowing fifteen smut balls in 250 grams of wheat before grading it smutty. Furthermore, be it

RESOLVED, That in all cases where wheat is declared smutty by federal standard, that such grade designate whether it is light smut, medium smut or heavy smut as determined by the degree of smut present in each sample.

RESOLVED, That a copy of this resolution be addressed to the Hon. Wm. Jardine, Secretary of Agriculture, and our Senators and Representatives in Congress.

#### COMMEND EX-CHIEF GRAIN INSPECTOR DALTON.

WHEREAS: We realize that when Senator Dalton was appointed inspector of the Kansas Grain Inspection Department he found the department bankrupt with equipment out of repair, and realizing that he has built it up to a high standard of efficiency in spite of the disorganizing rush of grain during the early part of last season due to the heavy movement of grain put on the market direct from the com-

[Concluded on Page 363.]



## Seeds

**Spokane, Wash.**—F. C. and L. V. Sloan have incorporated the Washington Idaho Seed Co. for \$50,000 capitalization.

**A 40-60 per cent per bushel increase** in the import duty on flax was recommended President Coolidge March 16 by Repr. Burtness of North Dakota.

**Clark, S. D.**—Farmers are testing their seed, even tho it is a little early for spring work to begin.—T. L. Keenan, Clark County Farmers Elvtr. Co.

**Louisville, Ky.**—Miss Mary E. Akers has established a mail order seed business here and plans to branch out into the seed corn end, as well as handling field seeds on brokerage.

**Worthington, Minn.**—B. P. St. John has disposed of his interests in the St. John Seed Co. E. C. Callan, of Slayton, has taken over the management of the plant for the Dill interests of Wabasha, Minn.

**Omaha, Neb.**—To insure grain for planting this spring to every farmer in Iowa, South Dakota, Wyoming and Nebraska, the Federal Land Bank here has decided to purchase approximately \$5,000,000 county grain warrants. Barley, wheat, corn or rye seed will be made available, it is stated.

**Quebec, Que.**—Seedsmen are refusing to buy of those who sell to the "Co-operative Federee de Quebec" and the "Market Growers Ass'n of Quebec" (Societe des Jardiniers Maraichers de Quebec), both of which are controlled by the Provincial government, as these two organizations turn right around and sell at cost and sometimes below.

**Toronto, Ont.**—Directors and chairmen of standing com'ites of the Wholesale Grass Seed Dealers Ass'n will attend a special meeting on May 27-28 in the King Edward Hotel at the home-town of their president here, at which time the program for the annual convention at Detroit will be arranged. The Canadian Seed Trade Ass'n constitutes the cordial entertaining hosts. Business will be very much combined with pleasure.

**Prospective sales** during the spring selling season of red clover, alsike clover, cowpeas, millet, sorgo ("cane") and soybean seed were indicated to be slightly smaller than last year. Sales, however, of alfalfa, sweet clover and timothy seed were expected to be somewhat larger while those of Sudan grass and seed corn were reported to be about the same as a year ago. These conclusions have been drawn from reports received by the United States Department of Agriculture from 2,062 retail dealers, whose in-shipments (not including local purchases) amount to about one-tenth of the total quantity of grass and clover seed that enters commercial channels. The total in-shipments of the aforementioned 11 kinds of seed expected to be made by these dealers are about 5% smaller than their in-shipments last spring.

### Imports and Exports of Seeds.

Imports and exports of seeds for January, compared with January, 1926, and the 6 months ending with December, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS		6 mos. ending Dec.	
	January 1927	January 1926	1927	1926
Alfalfa, lbs....	939,879	347,350	1,801,526	1,499,829
Clover, lbs....	4,864,364	7,109,797	10,623,613	19,003,932
Gr. seed, lbs..	772,311	1,319,391	4,255,436	2,002,089
	EXPORTS			
	January 1927	January 1926	1927	1926
Alfalfa, lbs....	185,827	103,599	550,373	1,226,858
Clover, lbs....	151,243	118,356	1,243,823	464,007
Timothy, lbs..	2,007,051	961,429	7,181,919	3,439,256
Other grass seeds, lbs....	417,435	468,690	4,197,915	3,049,277

**Louisville, Ky.**—H. D. Hays of the Louisville Seed Co. is troubled with a peculiar malady the doctors seem incapable of diagnosing. He has been in the hospital several weeks, following confinement at home for a month.

**Evansville, Ind.**—Emory E. McAtee, of the Ohio Valley Seed Co., who returned a few days ago from a trip thru western and northern Kentucky reports that owing to the heavy rains and floods in that state since the first of the year that the demand for garden and farm seeds is rather slow and that the season is going to be late this year. Many farmers are not buying red clover seed owing to the high price.—C.

**Yuma, Ariz.**—P. E. Blalack and Wm. Whitman have secured ownership of the entire properties and the seed, feed, hay and straw business of the Delta Seed & Feed Co., and now continue the business. Alfalfa and seed will also be recleaned as in the past. The warehousing department is absorbing most of the attention of the new owners at present, however, the retail end of the business will come more actively under their personal observation after May 15. J. C. Eichenauer retired from the old organization.

**Staining of imported seed** been beneficial, is our opinion. Local dealer puts it this way: "Staining of imported seed will positively determine one thing. It will show whether or not imported seed is adaptable. Past years many used imported seed not knowing it, and credit for good results was given to domestic. This year imported must stand on its own bottom. If not adaptable the fact will be known, and if it is found to be O. K. then the propaganda against imported should cease. The new staining law will be worth while if only the above conclusions can be determined correctly."—J. F. Zahm & Co., Toledo, O.

**Iogold Oat** has many good qualities, including high yield. It is a new selection of the Kherson oat being distributed for the first time this season to Iowa farmers under the name of Iogold. It was developed in the co-operative experiments of the United States Department of Agriculture and the Iowa Agricultural Experiment Station. Iogold resulted from a single plant of Kherson selected by Prof. L. C. Burnett at Ames, Iowa, in 1906. In the severe stem rust epidemic of 1926, it showed less than 2 per cent of rust infection, whereas most other varieties showed from 80 to 100 per cent of infection. It also produces an excellent quality of grain. The kernel is slightly plumper than that of the Richland. There may be some slight objection to the yellow color of Iogold, but as oats are consumed largely on farms, the color is not especially objectionable.

**Winnipeg, Man.**—The Dominion Seeds Branch of the government conducted a survey in Saskatchewan and Alberta at seeding time in 1925 and found that out of the very large number of individual cases investigated, only 50 per cent of the farmers had treated their seed for smut, only 50 per cent had put their seed through a fanning mill and only two-thirds knew exactly what variety of seed they were planting. If the new treatment for smut advocated by the U. S. Dept. of Agr. is more effective than the treatment now commonly in use, if it is cheaper and easier to apply, and if it can be applied weeks before-hand during the slack season, then the farmers of Western Canada should look into the matter and tell their neighbors about it. Smut not only causes trouble and adds cost after wheat is marketed, but seriously reduces the yield and creates discounts in price to producers. Smut is an enemy that can be vanquished.—Broadcast over "CKY," Dawson Richardson Publications, Ltd.

**Clover seed** made sharp recovery after ruling lower early due to some liquidation by March longs which did not care to accept delivery. Many who accepted delivery are merchandising the seed and ordering it shipped. There appeared to be a good demand for both cash and March with fairly active trade. Stocks of domestic clover are nearly exhausted. Stocks of imported are also light and could fade away quickly with normal spring demand. Total stocks here both domestic and imported are less than 6,000 bags.—Southworth & Co.

**Minneapolis, Minn.**—Following the failure of Congress to appropriate funds to carry out the provisions of the Norbeck-Johnson seed bill, four banks here have created a fund of a million and a half dollars which is available for the purchase of seed grain for spring planting in last year's drought stricken districts of the Northwest. About 25 counties in the Dakotas are expected to utilize the bulk of the fund, which is to be loaned on seed lien warrants. This averages \$60,000 per county. Montana bankers are following suit in a less extensive manner.

### George S. Green Retires.

For forty-six years George S. Green has been an active factor in the field seed trade, but he now retires to enjoy a well-earned rest.

At the annual convention of the American Seed Trade Ass'n, held at New York on June 25-27, 1907, Mr. Green was honored by election to office of president.

Born at Hannibal, Mo., in October, 1863, he removed to St. Louis in 1881 to enter the employ of D. I. Bushnell & Co., dealers in field seeds, who four years later admitted him into partnership which continued eight years.

Removing to Chicago in 1893 Mr. Green continued in the field seed business until 1895, when the ill-health of his wife necessitated a change of climate, and the following six years were passed in the West, most of the time at Colorado Springs, Colo.

Mr. Green has been a familiar figure at the conventions of the American Seed Trade Ass'n, representing the Illinois Seed Co. of Chicago from 1901 as president thereof, until the past few years when he was associated back with D. I. Bushnell & Co. of St. Louis, Mo., again.



George S. Green, St. Louis, Mo.



# Better Seed and Grain Cleaning

By Robert H. Black, in Charge, Grain Cleaning Investigations, U. S. Depart. of Agri. before North Dakota Grain Dealers Ass'n

Some of you men have seen the Better Seed Train, but have had to go thru it rather hurriedly because the stop was not long enough to give you a full view of the train. The exhibits are in two baggage cars each 75 feet long, one contains charts, maps, seed grain, recommended varieties, growing plants, etc., and the other car contains grain cleaning and smut treating machinery and weed exhibits. In the first car one exhibit shows that while the land tax in North Dakota on the average quarter section of wheat land is \$77, the average dockage tax is \$264. I have heard many North Dakota folks complain about their real estate tax but none about the dockage tax, and yet the dockage tax is the larger of the two. We are also trying in this train, to show proper rotation. You would not have dockage if you did not have weeds in the seed or soil. We are also showing other rotations that some farmers have been making, and why such rotation should not be used. We are trying to save you elevator men some trouble when we tell the farmer that he should not put wheat on ground that raised rye or barley the year before. You discount because of the other grain which gets into the wheat that he raises on such land, and he is sore at you but you cannot do anything else without losing money.

Another thing we have been trying to impress upon the farmer is the necessity of keeping the different classes of wheat separate. That is, if you are raising a new hard red spring variety be sure not to get it mixed with any durum variety. A few years ago Foster County sustained a loss of several million dollars because of mixtures of varieties of durum and hard spring wheat.

**New White Wheat.**—This year, a peculiar situation in the grain market is the high price paid for durum wheat due partly to the shortage of durum in North Africa. We cannot expect these high prices to continue and if we are going to sell seed wheat to the farmers or let them use seed wheat containing mixtures it is going to make trouble for our buyers. Another thing that is striking North Dakota buyers very hard is the introduction of the new white wheat that is called Burbank or Quality. When Burbank or Quality wheat goes into market it is graded and classed as white wheat but if over 10% is mixed with hard red spring wheat or durum wheat it grades as mixed wheat.

**Necessity for treating seed for smut** is shown by samples of grain which were discounted from 7 cents to 20 cents per bushel at terminal markets. Methods of treating are shown by photographs, machines, circulars, talks and lantern slides.

**Loose smut** is different from stinking smut. It was found principally in Kota wheat in North Dakota this last year. If loose smut is present when the head starts to fill, the head of the stalk turns black and the smut powder in the head blows away. Loose smut is borne on the inside of the seed and can be controlled only with the hot water treatment.

**Ergot bodies** can be floated out by the seed grain by a salt brine solution. The seed grain must be washed after being taken out of this salt brine otherwise you will have seed injury.

The results of this campaign are summarized in the statement recently made that over 18% of the 1925 spring wheat crop received at Minnesota graded smutty while only about 12% of the 1926 crop has graded smutty. From previous experience with cycles of smut years, the 1926 crop should have contained more smutty wheat than the 1925 crop, but the active campaign waged against smut by grain men in the spring of 1926 can be credited with preventing this natural increase of smut.

Each of you has received a smut poster from your local railroad agent and probably have that poster prominently displayed in your elevator.

Some farmers do not welcome advice, but few of them will resent your inquiry as to whether they are going to treat or not. If there is the slightest indication of smut in the seed wheat, there is only one safe thing to do and that is to treat the seed wheat. Either formaldehyde or copper carbonate is effective when properly applied, and the use of copper carbonate has the advantage that it can be applied at any time during the winter and the treated grain stored until seeding time.

**Dockage Decreasing.**—The number of cars of wheat coming into the markets that is dockage free is more than double that of last year. Last year 5% of the cars into Minneapolis and Duluth were dockage free from the spring wheat states. This year 10% of the cars of wheat arriving at the terminals have been dockage free. This is encouraging. In the first place praise in part is due you for the improved farming methods. We find from our survey that the elevators are not getting as much dockage as they were. Either you are wilfully underdockaging or farmers are not raising as much dockage.

Another thing—more farmers are cleaning their grain before bringing it to the elevators. But the principal reason for the decrease in dockage at the terminals is the amount of cleaning you folks are doing. If I were to start on a roll call over half of you would say you are cleaning grain now where they were not a few years ago. A great number would say you are cleaning every car you ship and load, and would say you are cleaning it to a no-dockage basis. You know there are advantages in cleaning wheat and you know why. In the first place you save freight charges.

The sale of screenings at country points is running into big sums. Almost every day for the past three weeks some elevator man is wanting to know where he can buy screenings. A lot are cleaning all the grain and still not getting enough screenings to fill the demand.

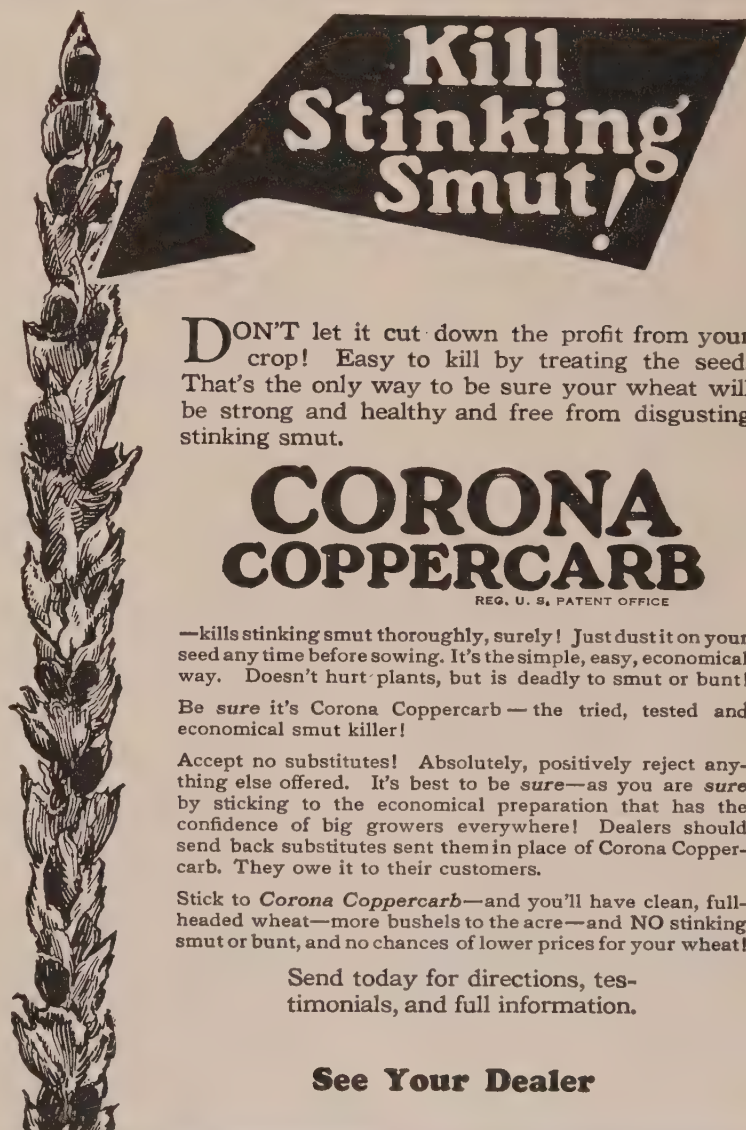
A good grain cleaner in your house will not only clean the grain to a dockage free basis, but also for seed. Some of you men are making considerable revenue by cleaning seed grain when you clean for the farmers or sell grain that is cleaned. You are doing two things; you are getting a revenue for yourself and you are able to give that man better grain than he would be able to put in himself. In other words, when he cleans it he is afraid to waste it. When you folks clean your seed grain and sell to your

customers grain that is completely clean, you are doing them a service also that will come back in larger returns within the next few years. When your customers raise more and better grain you increase your volume. There is no question in my mind but that every time you help your customer to get something a little bit better on his farm, you are helping yourself.

"Should screenings be returned to your customers and not assess the customer any dockage?" The reason I raise this question is because I understand that some elevators as a matter of competition are returning to their customers an amount of screenings equal to the entire amount of dockage that would be assessed on the grain. I have information that I believe proves that a few people have been doing this. It is not quite fair to the elevator even if it is to the farmer. My thought is, that while I am a friend of the farmer, at the same time I think if you are going to return all those screenings to the farmer, you are going to quit operating your cleaners before long. There is a chance, if the practice becomes common, that we are going back to where we were three or four years ago, which I hope won't happen.

Pennsylvania will use approximately one million dollars of the federal funds appropriated for fighting the European corn borer, Gov. Fisher having recently signed a bill providing therefor.

In spite of the vetoing of the McNary-Haugen bill, the usual acreage is being devoted to wheat, corn and oats in many sections of the country, with a substantial increase of the former commodity in Texas.



**Kill Stinking Smut!**

**DON'T** let it cut down the profit from your crop! Easy to kill by treating the seed. That's the only way to be sure your wheat will be strong and healthy and free from disgusting stinking smut.

**CORONA COPPERCARB**  
REG. U. S. PATENT OFFICE

—kills stinking smut thoroughly, surely! Just dust it on your seed any time before sowing. It's the simple, easy, economical way. Doesn't hurt plants, but is deadly to smut or bunt!

Be sure it's Corona Coppercarb—the tried, tested and economical smut killer!

Accept no substitutes! Absolutely, positively reject anything else offered. It's best to be *sure*—as you are *sure* by sticking to the economical preparation that has the confidence of big growers everywhere! Dealers should send back substitutes sent them in place of Corona Coppercarb. They owe it to their customers.

Stick to *Corona Coppercarb*—and you'll have clean, full-headed wheat—more bushels to the acre—and NO stinking smut or bunt, and no chances of lower prices for your wheat!

Send today for directions, testimonials, and full information.

**See Your Dealer**

**PITTSBURGH PLATE GLASS CO.**  
CORONA CHEMICAL DIVISION MILWAUKEE, WIS. NEWARK, N. J.  
PITTSBURGH 227 Products  
Glass, Plate, Window, Bottle



## Supply Trade

**New York, N. Y.**—The Spencer Const. Co. announces the removal of its offices to the Graybar Bldg., this city.

**Kansas City, Mo.**—The Jones-Hettelsater Const. Co. has installed a laboratory in its offices for testing concrete and other building material, and for research work by the company's engineers.

**Wichita, Kan.**—We have a good many prospects on hand at the present time for new and repair work, but there has not been a great deal really started yet.—The Star Engineering Co.

**Indianapolis, Ind.**—L. J. McMillin has just issued a very attractive booklet giving complete information relative to his truck and wagon dump which is enjoying a wide sale. Copies of this booklet will be sent to Journal readers who write requesting it.

**Indianapolis, Ind.**—The Link-Belt Co. has let contract for the construction of an addition to its Ewart plant in this city. Plant extensions of this company have been underway thruout the winter and only recently the company took occupancy of a new addition to its Belmont plant.

**Omaha, Neb.**—The office of the R. M. Van Ness Const. Co. has been moved to the factory at 11th and Grace st., temporarily. Business will be continued by the company's engineers, several of whom have been connected with the company for over 20 years. A meeting of the Board of Directors will be called soon to elect new officers.

**Portland cement** production in February is reported by the Bureau of Mines to have been 7,368,000 barrels, against 7,731,000 in February, 1926. The January output was 8,258,000 barrels. Stocks on Feb. 8 were 23,556,000 barrels, against 22,385,000 on the corresponding date of 1926. This is the largest stock at any time in the history of portland cement manufacture.

**New York, N. Y.**—Scott F. Evans, nationally known as a designer and builder of grain elevators, died suddenly here March 8. At one time he was connected with the Barnett & Record Co. and later as a member of the firm Moulton & Evans designed and constructed many grain elevators. During the war Mr. Evans was assistant to Herbert Hoover as head of the coarse grain division of the Food Administration. After the war he formed a connection with the Baltimore Pearl Hominy Co. One of his notable achievements was his construction of the Yukon-White Pass railway, the first railroad in Alaska.

**New York, N. Y.**—SKF Industries, Inc., makes this announcement: The growth of our business has brought with it the need of larger offices. In order that our business friends may be well and promptly served we will, on March 25, move to 40 East 34th St.

**Muncy, Pa.**—Sprout-Waldron & Co. have just issued a very attractive folder announcing the Monarch Line of Anti-Friction Belt Conveyor Idlers, for use with wide, medium and narrow belts. In this folder attention is called to the extra heavy and rugged construction of each design. Sturdiness, long life, low power consumption, small lubricating expense, and patented oil seal, are some of the features of these Monarch-Timken Idlers.

**Kansas City, Kans.**—On Feb. 21st the Strait Scale Co. suspended business and started to liquidate its assets. The Fairbanks-Morse & Co., learning of this contemplated retirement from business, arranged with the Strait Scale Co. for its patterns and drawings in order that users of Strait scales might be able to get parts, repairs and service for Strait scales. All patterns, drawings and sales records are being shipped to St. Johnsbury, Vt., so that henceforth users of Strait scales will be able to get repairs from any branch house of the Fairbanks-Morse Co., even tho the Strait Scale Co. has retired from business.

**Muncy, Pa.**—The New Mixer Bulletin No. 32-A illustrates and describes the Robinson Mfg. Co.'s complete line of Unique Mixers, and is well worth study by all feed manufacturers. An engraving shows the interior of the blending mechanism. All styles of batch mixers are shown, with an adequate explanatory text. For those interested in the economical preparation of feeds for cattle and poultry the combined mixer, elevator, aspirator and bagger, in both horizontal and vertical styles of construction, affords a help, the engraving of the combined vertical mixer, elevator, aspirator and bagger being most instructive, with the accompanying text. Copies will be sent on application to the company by Journal readers.

**Minneapolis, Minn.**—Carter Disc Separators have recently been ordered by the following: Gooch Milling & Elev. Co., Lincoln, Neb.; Cedar Valley Roller Mills, Spalding, Neb.; Ismert-Hincke Mfg. Co., Kansas City, Mo.; Quaker Oats Co., Cedar Rapids, Ia.; Standard Rice Co., Memphis, Tenn.; Beaumont Rice Mills, Beaumont, Tex.; Weller & Sons, E. Fultonham, O.; Springfield Mfg. Co., Springfield, Minn.; Monarch Mfg. Co., Kansas City, Mo.; Cia Molinera Del Rio Yaqui S. A., Cajeme, Sonora, Mex.; Seguin Mfg. & Power Co., Seguin, Tex.; Woods Farmers Elev. Co., Woods, N. D.; Tallcot Mfg. Co., Skaneateles, N. Y.; Equity Elev. & Trading Co., Prosper, N. D.; Lawton Grain Co., Lawton, N. D.; Walsh Grain Co., Bozeman, Mont.; Gronna Equity Elev. Co., Gronna, N. D.

**Memphis, Tenn.**—The complaint by M. M. Bosworth Co. against the C. B. & Q. for alleged unreasonable rates on second-hand burlap bags from Seattle and Tacoma, Wash., to Memphis, Tenn., has been recommended for dismissal by Examiner Christopher of the Interstate Commerce Commission, holding the \$1.28 rate not unreasonable.

**Chicago, Ill.**—Now is a good time for grain elevator operators to look over their equipment, especially the leg equipment. Inefficient elevating machinery will not permit of the rapid unloading of grain from wagons, and nothing is more irritating to the farmer than to be forced to wait an unreasonable length of time before he can unload. The Weller Mfg. Co. has just issued a leaflet describing in detail its very extensive line of elevator buckets, and elevator operators would do well to send for a copy of this leaflet which will show them how to get greater capacity out of their elevating equipment.

### Roller Bearing for Heavy Duty.

Anti-friction bearings using rollers are finding their way into grain elevator machinery where a few years ago their use was not considered. These bearings are reasonably priced considering the great care necessarily used in their construction; so that the great saving in power all the year round makes it profitable to put in the roller bearing.

For long conveyors, elevators and similar heavy machinery the heavy duty bearing equipped with high-grade roller bearings shown in the engravings herewith fills a long-felt want. These bearings are comparatively short, considering the high load rating. Lubricant is applied to the rollers thru pressure-gun fittings.

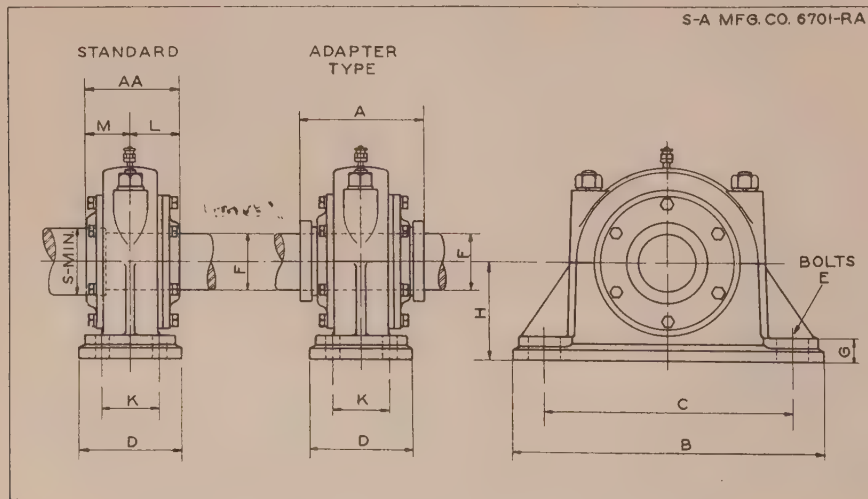
Two mountings are used—the "Standard" and "Adapter" types. In the "Standard," the shaft is turned to receive the inner race, which is pressed into place. The shaft may extend beyond the bearing through the housing cover at a diameter slightly smaller than that for the inner race, or it may be cut off and a closed cover used. The outer race is pressed into a spherical shell which is allowed to oscillate in a spherical seat in the base, to correct any slight misalignment. A plain annular collar is provided inside the roller enclosure for moderate thrust loads in one direction.



Heavy Duty Roller Bearing.

The "Adapter" type is similar to the "Standard" except that special preparation of the shaft is avoided by using an inner race bored to slip onto commercial stock shafting of the same diameter as the maximum extension for the "Standard" type. The inner race is held to location and prevented from turning by two set-screwed collars engaging the ends of the race and extending through the housing covers to make the set screws accessible without disassembling. The closed cover cannot be used with the "Adapter" type. The "Adapter" bearing is especially applicable to interior locations on long shafts and as a replacement for plain bearings on old work.

Additional information will be furnished readers of the Grain Dealers Journal on application to the manufacturers, the Hyatt Roller Bearing Co.



Standard and Adapter Types of Heavy Duty Roller Bearings.



## Fifty-three Years at Same Job.

Working in the same room of the same shop at the same job for 53 years is an unusual record attained by few employees of any firm, but such a record has George O'Connor of Silver Creek, N. Y.

Mar. 10 marked the 53rd anniversary of Mr. O'Connor's connection with the S. Howes Co., Inc., where he makes brushes for grain cleaning machinery. Three years ago, when he had been in the employ of the company half a century, Mr. O'Connor was honor guest at a testimonial banquet given at the home of the pres., A. C. Barbeau, which was attended by the office staff of the company, heads of the departments and foremen.

Mr. O'Connor is in good health and is as enthusiastic about his work as when he began his job with the builders of "Eureka" and "Invincible" Grain Cleaning Machinery 53 years ago.

Under a new arrangement the state of Oklahoma will furnish an agricultural statistician and a clerk to handle the work incident to collecting crop and livestock information for use by the U. S. Dept. of Agr., bureau of crop and livestock reporting. The old agreement expired in 1923. Until that time the work was conducted with the Oklahoma State Board of Agriculture.

## Correct Tickets Only Should Be Used on Type Registering Beams.

Users of type registering scale beams are making trouble for themselves and for the scale manufacturers by attempting to use tickets of hard or thin blotting stock. The printing mechanism of a type registering beam is adjusted to a stop so that the steel plunger cannot come into actual contact with the bronze figures attached to the bottom edge of the scale beam.

Dealers who have changed adjustment of the steel plunger find that the figures soon become so battered that impression on tickets is not legible. The tickets supplied by the scale manufacturers for recording weight shown by type registering beams are always die cut so as to insure an accuracy of one-hundredth of an inch. The enameled blotting stock used in conjunction with these type registering scale beams is invariably of 140-pound stock and made soft enough so that tickets used will not result in worn type faces.

Recently several samples were submitted to us, no two of which were of the same width so they would not fit into the ticket slot on beam. In fact some of the tickets could not be inserted into slot without buckling and the others were so small that the user could not record gross and net figures any where near the line intended for these weights. Needless to say these tickets were very unsatisfactory. Another lot of tickets submitted to us were made of thin hard enameled blotting paper. In fact it was so hard it was not suited to be used even as a blotter.

The trouble has been that the average country printer does not stop to consider the exact mechanical requirements of tickets to be used with a type registering beam. If they did few of them would ever attempt to make a cheap substitute for those obtainable from the scale manufacturers. One great advantage of getting these blotter tickets from the scale manufacturers is that they know the requirements of the printing device and see to it that all tickets are uniform size and quality before shipment, then the user is sure to get satisfactory results. Users who fail to get satisfactory results with tickets bought from the scale manufacturers should quickly take up the failure with the manufacturer as any attempt to change the printing device is likely to result in an expensive interference with the accuracy of the scales.

## New Law Forcing Admission to Cash Grain Exchanges.

Finding its justification in the theory that the operation of a cash grain exchange is affected with "public interest" the Congress of the United States at the session just ended enacted the following law:

An Act to prevent discrimination against farmers' cooperative associations by boards of trade and similar organizations, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That when used in this Act (a) the term "agricultural products," means agricultural, horticultural, viticultural, and dairy products, food products of livestock, the products of poultry and bee raising, the edible products of forestry, and any and all products raised or produced on farms and processed or manufactured products thereof, transported or intended to be transported in interstate and/or foreign commerce.

(b) The words "board of trade" shall be held to include and mean any exchange or association, whether incorporated or unincorporated, of persons who shall be engaged in the business of buying or selling agricultural products or receiving the same for sale on consignment, except markets designated as contract markets under the Grain Futures Act.

(c) The words "interstate commerce" shall be construed to mean commerce between any State, Territory, or possession, or the District of Columbia, and any place outside thereof; or between points within the same State, Territory, or possession, or the District of Columbia, but through any place outside thereof, or within any Territory or possession, or the District of Columbia.

(d) For the purposes of this Act (but not in any wise limiting the foregoing definition of interstate commerce) a transaction in respect to any article shall be considered to be in interstate commerce if such article is part of that current of commerce usual in dealing in agricultural products whereby they are sent from one state with the expectation that they will end their transit, after purchase, in another, including, in addition to cases within the above general description, all cases where purchase or sale is either for shipment to another state or for manufacture within the state and the shipment outside the state of the products resulting from such manufacture. Articles normally in such current of commerce shall not be considered out of such commerce through resort being had to any means or device intended to remove transactions in respect thereto from the provisions of this Act. For the purpose of this paragraph the word "State" includes Territory, the District of Columbia, possession of the United States, and foreign nation.

Sec. 2. No board of trade whose members are engaged in the business of buying or selling agricultural products or receiving the same for sale on consignment in interstate commerce shall exclude from membership in, and all privileges on, such board of trade, and duly authorized representative of any lawfully formed and conducted cooperative association, corporate or otherwise, composed substantially of producers of agricultural products, or any such representative of any organization acting for a group of such associations, if such association or organization has adequate financial responsibility and complies or agrees to comply with such terms and conditions as are or may be imposed lawfully on other members of such board: Provided, That no rule of a board of trade shall forbid or be construed to forbid the return on a patronage basis by such cooperative association or organization to its bona fide members of moneys collected in excess of the expense of conducting the business of such association.

Sec. 3. Any such cooperative association or any such organization whose duly authorized representative is excluded from such membership and privileges by any board of trade referred to in section 2 of this Act may sue in the United States District Court in whose jurisdiction such board of trade is operated or maintained for a mandatory injunction compelling such board of trade to admit such duly authorized representative to such membership and privileges and for any damages sustained, and such court shall have jurisdiction to issue such an injunction and to award such incidental damages as it may deem appropriate.

Approved, March 4, 1927.

Russian exports of all grains for the present marketing season from July 1 up to the first of February is unofficially reported at 2,760,000 short tons, compared with 1,760,000 tons for the same period of 1925-26. This indicates an increase of about 57 per cent. Export of wheat, barley, and corn from the southern ports only have been previously reported for about the same period from various sources at only about 30 per cent above that period last year.

## To Add Two Members to Trade Commission.

It is understood that the administration plans to reorganize the policy of the Federal Trade Commission to "make it constructive and helpful to business" and to rid it of its previous reputation for "interference." The process will be aided by the addition of two new members, Myers, formerly Assistant Attorney General, in charge of trust cases and McCulloch, formerly on the Arkansas Supreme Court.

## "Orderly" Marketing Nets Less Than October Selling.

The Cavalier County *Republican* publishes a very interesting letter from a North Dakota correspondent, who makes a study of the price of No. 1 Northern wheat on the Minneapolis market for the past 40 years. He has worked out the monthly average, high, low and mean price of No. 1 Northern by periods. His object was to show whether a man who sold one-twelfth of his crop in each month of the year under a pooling system, and in accordance with the theory of "orderly" marketing, would have realized more than a man who sold his wheat every year in October.

His conclusion is that in only one five-year period within the 40 years would "orderly" marketing have been profitable, after making allowance for the cost of pooling. Even if the facts showed that on paper "orderly" marketing should be profitable, the Canadian Pool has discovered that it is not practicable to market that way, but that it must sell when the demand exists or be left to carry the bag. Yet the Canadian Pool was originally advocated to bring about "orderly" marketing.

The oil men and the farmers might profitably consider getting together and appointing one of their number to read aloud a chapter or two from an old volume entitled "Supply and Demand."—Farnum, Winter & Co.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.



## Supreme Court Decisions

### Custom to Accept Destination Weights.

—Custom known to brokers and grain dealers that weights of grain shipments at destination control, in case of drafts with bills of lading attached, drawn by seller on buyer, is binding where evidence shows custom is so general as to justify presumption of knowledge of it.—*Jackson v. Seley-Cornforth Grain Co. Court of Civil Appeals of Texas.* 289 S. W. 164.

### Measure of Damages for Loss in Transit.

—Under Cummins Amendment to Interstate Commerce Act, as amended by Act Aug. 9, 1916 (U. S. Comp. St. § 8604a), measure of damages for loss in transit of part of carload of coal, held the market value of such coal at the time and place of delivery, notwithstanding such value included an element of retail profit due to absence of a wholesale market at that place. Damages for loss of goods in transit are to be computed at the time and place of delivery, and not at time and place of shipment. That consignee of coal lost in transit did not actually buy coal to replace it is immaterial, affecting his right to recover its value at time and place of delivery.—*Leominster Fuel Co. v. New York, N. H. & H. R. Co. Supreme Judicial Court of Massachusetts.* 154 N. E. 831.

**Sales.**—Buyer, after asking for substituted form of payment or relief from burden of contract, cannot be heard to say that delay of seller in considering proposition operates as breach or abandonment.—*J. C. Shaffer Grain Co. v. Rufus L. Brown and Caledonia Mills Co. U. S. Circuit Court of Appeals.* 15 Fed. (2d) 514. Nov. 29, 1920, contract was made by J. C. Shaffer Grain Co. for 18 cars of yellow corn, for shipment from Chicago to New England, draft on Berkshire Coal & Grain Co., North Adams, Mass. A similar contract called for 6 cars of oats. Failing to receive shipping directions after repeated demands plaintiff shipped to buyer's post office address 3 cars of the oats for March shipment. Later buyer tried to settle by offering its preferred stock. Seller refused after extended negotiations, brot suit and got judgment, for buyer's failure to take the oats and corn.

**Pool Contract Invalid Before Enactment of Co-operative Law.**—Contract between co-operative marketing association organized before adoption of Laws 1923, p. 420, and grower, made after enactment of such statute but before the association brought itself under the provisions thereof as authorized by section 27 thereof, held illegal and not validated by section 27, subd. (a), relating to contracts "heretofore made," particularly in view of Const. art. 15, § 12. Contract between co-operative marketing association and grower, executed after adoption of Laws 1923, p. 420, but before association had brought itself within the act as authorized by section 27, held not valid, though it be conceded that at the time of making contract association was, at least, a de facto corporation.—*Colorado Wheat Growers Ass'n v. Thede. Supreme Court of Colorado.* 253 Pac. 30.

### Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33 1/3% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

**Elevator Corporation's Right to Store Cars.**—Question whether contract for storage of tank cars by elevator company, giving it a lien for storage, was ultra vires, might not be raised by one becoming unsecured creditor many years later; especially where cars were not fit for transportation and storage was cheaper than demurrage.—*Penn. R. Co. v. Kentucky Public Elevator Co. Court of Appeals of Kentucky.* 288 S. W. 1024.

### No Contract Unless Parties Agree.

In the claim by Donahue-Stratton Co., of Milwaukee, Wis., plaintiff, v. Embroy E. Anderson, of Memphis, Tenn., defendant, the majority of the Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of W. H. Killingsworth and H. L. Kearns, gave a decision in favor of Anderson, while H. J. Smith, the third member, gave a decision in favor of plaintiff, on a trade for 100,000 bus. of mill oats in which Anderson expected Minneapolis shipment and only consented to Milwaukee shipment if sample was furnished. Plaintiff could not furnish sample and Anderson repudiated the contract. Plaintiff sold out for defendant's account at a loss of \$6,830.

The com'te was satisfied that the oats if shipped would have been satisfactory to Anderson, if he had trusted the seller. Anderson, however, insisted upon being protected by having an exact description of what he bought, or a sample, in advance.

The com'te said:

We, therefore, hold that Anderson was within his rights in cancelling out this trade on Feb. 16 after Stratton had refused to accept Anderson's mail confirmation of the 11th and his failure to properly define the commodity traded in and had refused to furnish a type sample of the oats under Anderson's new proposition to accept Milwaukee shipment provided the commodity equalled the grade contemplated in the offer and acceptance.

### Measure of Damages for Loss in Transit.

The Domestic Coal Co., Muncie, Ind., bot a car of coal at Sassafras, Ky., for transportation over the L. & N. and Lake Erie roads to Muncie, paying for the 38.35 tons, \$67.11. The freight was \$103.55.

By mistake the Lake Erie road delivered the car to another person, who paid the freight; and the Domestic Coal Co. brot suit, never having received the coal. The lower court gave the coal company judgment against the Lake Erie & Western for \$103.55; but the Appellate Court of Indiana on Jan. 27, 1927, granted the railroad company a new trial on the ground that there was no proof that the market value of the coal at Muncie was \$6 per ton as stated by Franklin Fantz, of the coal company. The court said:

Appellee Fantz fixed such market price at \$6, but admitted, on cross-examination, that, if the freight had been paid, the coal would have cost appellees \$4.45 in Muncie, and that the difference between this cost and the \$6 market value would present overhead expense, interest on investment, salaries of employees, his (appellee's) salary, track upkeep, and other items, none of which was chargeable against appellants, as they were only bound, in any event, to deliver in Muncie, and then their liability ceased. The finding of the court in this regard is not sustained by the evidence, and the conclusion of law should have based on the market value of the coal, on the car at its destination, at the time it should have arrived, deducting therefrom the freight charges.—154 N. E. Rep. 875.

The foregoing decision is erroneous, as the court and the attorneys failed to take into account the Carmack Amendment to the Interstate Commerce Act holding the carrier for full actual damage and loss. The true measure of damages is what it would have cost the Domestic Coal Co. to have bot another car at Muncie, as stated in the case of *Leominster Fuel Co. v. N. Y., N. H. & H. R. Co.* reported on page 215 of the Feb. 25 number of the Journal, where the Supreme Court of Massachusetts gave the coal company judgment for full retail value.

### Duty to Minimize Loss in Selling for the Account.

Mid-Continent Grain Co., Kansas City, Mo., plaintiff, v. Smith Bros. Grain Co., Fort Worth, Tex., defendant, before the Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of A. S. MacDonald, W. W. Manning, John S. Green, Geo. E. Booth and Geo. B. Wood.

The plaintiff on receipt, Sept. 10, of defendant's memo. of the 8th, wired immediately that the wheat was not sold condition guaranteed, and the defendant wired back with equal speed that the car could not be used unless it was guaranteed to arrive cool and merchantable. To this wire the plaintiff replied by wire, again asserting the position that Kansas City weights and inspection were final and that if defendant would not accept that the car would be sold out for the defendant's account. To this wire the defendant made no reply, and on the day following, i. e., the 11th, the plaintiff wired to the defendant reporting sale for his account at \$1.30 a bushel basis group 2 Texas basis.

The loss, between original sale price of \$1.50 a bushel (\$2.50 per 100) and resale price of \$1.30 a bushel same freight basis at public auction by the secretary of the Kansas City Board of Trade, was submitted to arbitration. This resulted in a judgment for the plaintiff for the full amount of claim—20 cents a bushel on a small car, \$131.60—by a majority decision of Arbitration Com'te No. 4.

This decision was not unanimous and a dissenting opinion was filed by the third member of the Com'te, who held that as at no time defendant had thought it was buying what the plaintiff had thought it was selling that no contract had been entered into.

This case comes, therefore, to the Arbitration Appeals Com'te from the defendant. The Com'te affirms the majority decision of the lower committee insofar as the fact that a trade was made. The plaintiff's wire of the 8th imposed the terms of Kansas City weights and inspection final, and the plaintiff's final wire of the 8th reasserted that the terms were the same. The defendant lost its right to claim that no trade had been completed by failure to take any exception to the plaintiff's wire of confirmation.

This amount of the claim and award is, however, reduced fifty per cent on the theory that the resale was made in such manner that the interest of the buyer was not properly protected, and the loss shown is excessive.

The plaintiff had sold to the defendant a car of sample wheat which the defendant would not accept thru misunderstanding of the terms. We have ruled that a sale was made. It then became necessary promptly to fix the loss. The plaintiff in effecting the original sale had followed the usual custom of marketing poultry feed wheat, i. e., they had mailed samples and submitted prices. The wheat in question was not distressed at the end of a line—not heating in cars rejected at some country point. It was in an elevator in a large primary market, dried, and available for shipment to any point of the compass. The attitude of the defendant had already shown it could not be sold in Texas without condition guaranteed on arrival. Therefore, a wire to a Fort Worth broker who had no sample could not be regarded as a fair effort to resell to good advantage. A forced sale at auction would be the best manner to secure the lowest possible price, and the loss of 20c a bushel established between the 8th and 11th without serious market change confirms this opinion.

To sum up, we have found in this case that a sale was made on Sept. 8, but that the loss as established is excessive. We, therefore, instruct the defendant to pay to the plaintiff the sum of \$65.80 and rule that the arbitration and appeal fees be divided equally between the plaintiff and the defendant.

### Deficit of Post Office Due to Government Mail.

Washington, D. C.—Regarding the alleged deficit in connection with the analysis of the balance sheet of the Post Office Department, and the project to revise the postal rates, John W. O'Leary, president of the Chamber of Commerce of the United States, said at a recent meeting of the Northern Central Division of that organization:

One thing that we are trying to establish in that work is the principle that it is unfair to talk about a deficit in operations of a department of the government, so long as that department is not receiving credit for free work which it is doing for all other departments. The post office operations are producing a deficit, and yet there is in the present year, as nearly as can be estimated, \$15,000,000 worth of franked and other mail going through the post office. In addition to that various policy services are rendered free or at less than cost and until we can get a proper accounting of these matters it is unfair to call the resulting charges deficits.



## Kansas Grain Dealers Commend President Coolidge.

[Continued from Page 357.]

bine machines, we want to go on record as commending him for the efficient manner in which he has handled the department. He has not only administered efficiently, but has left a large surplus in the hands of his successor. Therefore, be it

RESOLVED, That we commend him for the efficiency and courtesy which has characterized his entire administration.

## PROTEST ABANDONMENT OF RAILROAD VALUATION DEPARTMENT.

WHEREAS: It is a well known fact that railroad rates are a fixed charge upon the commerce and business of this country, and in view of the fact that there is an effort being made to place a high valuation on railroad property so that higher rates may be charged for freight and passengers transported, and believing that an accurate valuation should be made on all railroad properties and securities in order to establish a basis upon which rates are to be made, and no revaluation should be made without the sanction of the Interstate Commerce Commission. The railroads should be permitted to charge rates, however, that will yield a fair return, but not such rates as to pay dividends on fictitious values or overcapitalization. Therefore, be it

RESOLVED, That the valuation department of the Railroad Commission must not be abandoned and not be handicapped by lack of sufficient appropriation for its continuation.

## THANKS FOR LEGISLATION OBTAINED.

WHEREAS: A law was passed by the session of legislature just adjourned which we believe will do much toward taking the Kansas State Inspection Department out of politics, and we believe will do much toward maintaining the present efficiency. Therefore, be it

RESOLVED, That we take this means of thanking Representative Cave, Senators Dalton and Baker and all others who helped in enactment of this important legislation.

## APPRECIATION OF PRESIDENT AND SECRETARY.

WHEREAS: Our president, C. M. Cave, has given freely of his time and ability for the 2 past years, and our secretary, E. J. Smiley, has devoted his life to the promotion and progress of the Kansas Grain Dealers Ass'n and to the problems of its members and to the grain trade in general, and

WHEREAS: The results obtained have shown the wisdom, forthright and prosecution of their convictions; therefore, be it

RESOLVED, That we extend to Mr. C. M. Cave and Mr. E. J. Smiley, and to each of them, our appreciation of their efforts, an expression of our confidence and a vote of thanks.

## ASK DIRECT ROUTING OF GRAIN DRAFTS.

WHEREAS: It has been the experience of grain dealers who sell grain and draw sight drafts with bills of lading attached that often considerable delay is caused by routing said drafts by the banks in a roundabout way, sending them to Kansas City or other places when several days could be saved by direct routing, thereby saving time and money to the grain dealers and often eliminating loss in litigation on account of delay in delivery; now therefore, be it

RESOLVED, That we, the Kansas Grain Dealers Ass'n, hereby request the bankers associations to work out a plan whereby a more direct routing of drafts may be had, and all unnecessary delay and unnecessary exchange be eliminated. Be it therefore

RESOLVED, That our secretary be instructed to send a copy of these resolutions to the bankers associations in Kansas.

## THANKS.

WHEREAS: The Ass'n is under obligations to the Board of Trade and Chamber of Commerce of Topeka for the cordial reception and entertainment of the members of the Kansas Grain Dealers Ass'n. Therefore, be it

RESOLVED, That we extend our appreciation for the courtesies extended and delightful entertainment of the Grotto Chanters and others who contributed so much to the success of this meeting; and be it further

RESOLVED, That we express our appreciation to Mr. John Sweet, manager of the Kansan Hotel, for the hospitality and facilities of the hotel extended to the members of the Ass'n and to the Ass'n itself, and be it therefore

RESOLVED, That our secretary be instructed to express our appreciation by sending a copy of these resolutions to Mr. Sweet and the organizations herein mentioned.

## OPPOSED TO FEDERAL INSPECTION OF GRAIN.

WHEREAS: There has been proposed a law turning over all grain inspection and protein analysis to the Department of Agriculture, and believing that the concentration of the activi-

ties of the Government in Washington bureaus is subversive to the principle of government by the people, therefore, be it

RESOLVED, That the Kansas Grain Dealers Ass'n go on record as being unalterably opposed to the proposed legislation, as we know that bureau chiefs are inaccessible, and that they disregard the ordinary rights of the citizen, and that their decisions are usually based on fine-spun theories without regard to their practicable application.

Geo. R. Gould of the Arbitration Com'te reported two cases: The L. A. Newell Grain & Live Stock Co., Alexander, Nebr., plaintiff, vs. Harris & Haynes, Colby, Kan. Decision for defendant.

The case of Shaft Hay & Grain Co., Wichita, vs. Salina Produce Co., Salina, is pending.

The election of officers resulted in the selection for President H. R. Rhodes, Colony, Kan.; Vice-Pres. H. B. Wheaton, Hugoton; Secy.-Treas. E. J. Smiley, Topeka.

Directors: C. L. Parker, Topeka; W. W. Lam, Moran; C. W. Cave, Sublette, Kan.; E. L. Brown, Chester, Nebr.

A member asked to hear from the new secretary, and Secy. Smiley announced 25 group meetings to be held during the month of May.

C. M. Cave presented invitations to hold the next annual meeting of the Ass'n in Dodge City and moved the recommendation to the Board of Directors that the invitation be accepted. Motion carried.

Adjourned *sine die*.

## Convention Notes.

Total registration was 252.

R. T. Willette came over from Atchison.

St. Joseph sent Wm. Huff and Charles A. Geiger.

Ted Branson and A. J. McMahon registered from Salina.

Bill Kopp, Clyde A. Truesdell and W. C. Fuller were some of the Hutchinson delegates.

J. H. Beyer and wife, Lon Powell and A. F. Baker came over from Wichita for the convention.

Tom Flynn and Tom Dunn of the Topeka office of B. C. Christopher & Co., kept their many friends completely occupied.

Ted Branson expressed his love of art thru the medium of ties, neck-ties. Ted's was bright, and handsome enough to shame a rainbow.

Many dealers brought their wives. The ladies enjoyed a show at Jayhawk theater, Thursday evening, and attended "Applesauce" at the Grand on Friday evening.

B. C. Christopher & Co. were well represented by Campbell Christopher, F. B. Conner, F. M. Corbin, A. J. Mann, Jake Ochs and Tod Sloan, of Kansas City, Mo.

Friday evening all delegates accompanied by their wives and friends were again the guests of the cordial Topeka entertainers, this time for "Applesauce" at the Grand theater.

Supply trade representatives included A. F. Roberts of Sabetha; P. H. Pelkey, Fairbanks-Morse & Co.; A. G. Click of Richardson Scale Co.; and E. F. Ernest, Federal Engineering Co.

A delightful stag entertainment was given the delegates and their friends by the Chamber of Commerce in its rooms on Thursday evening, wives being sent in a body over to enjoy a program at the Jayhawk theater as guests of the Topeka Board of Trade.

BADGES.—Silver anniversary badges were supplied by the Grain Dealers National Fire Ins. Co. Registration was in charge of V. E. Butler, F. S. Rexford and R. T. Blood of the company and Miss Florence Smiley and Miss Vershelden.

KANSAS CITY delegation included: C. G. Hopkins, Shannon Grain Co.; D. C. Bishop, Scoular-Bishop Grain Co.; G. A. Johnson, Wolcott-Lincoln, Inc.; C. F. Aylsworth; Jack Baker; F. D. and M. C. Bruce; E. E. Bryson; L. J. Byrne, Jr.; R. O. Clark; S. G. Cronin; Harry E. Dixon; F. L. Ferguson; D. C. Hauck; Grant W. Harrington; J. S. Hart; L. M. Hicks; J. F. Leahy; Henry Lichtig; H. G. Miller;

L. J. Morgan; Bob Murphy; J. P. Parks; Otto B. Pecha; H. B. Ragan; C. C. Randall; Fred J. Rapp; H. S. Reynolds; Martin Schuler; Fred M. Smith; F. H. Udell; W. C. Van Horn; C. E. Watkins; Edgar and R. A. ("Dick") Wood; C. M. Woodward.

Among the country shippers present were: P. N. Allin, Coffeyville; Geo. S. Brock, Buffalo; Ed. Byrnes, St. Marys; Leo Berry, Rossville; Walter Boyd, Pauline; J. D. Collins, Plymouth; C. M. Cave, Sublette; G. M. Casebier, McLouth; H. L. Cox, Cedarvale.

J. M. Decker, Concordia; J. O. East, Winchester; Joe Frazier, Chapman; G. B. Griffiths, Marysville; Glen Green, Mankato; M. F. Gray, Manti; Geo. Gould, Bucklin; Chas. Grames, Perry.

J. A. Holstrom, Randolph; E. B. Hedge, Whiting; J. P. Junk, Downs; Joe Janousek, Ellsworth; C. A. Kalbfleish, Harlan; W. W. Lam, Moran; C. A. Lindahl, Agenda; Jo Mead, Fort Scott; W. H. Mikesell, Rydal; W. E. McDonald, Mayetta.

Jacob Ochs, Hoisington; Willis Perea, Iola; E. M. Stull, Palco; Ralph Snyder, Manhattan; Wm. Rogge, Muscotah; E. W. Schlagel, Olathe; J. H. Voss, Downs; Albert Weaver, Bird City; H. B. Wheaton, Hugoton.

## HESS PNEUMATIC GRAIN DRIERS

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### Oats Start Fire in Rossville (Ill.) Elevator.

The wet oats so plentiful thruout Illinois last fall have been the cause of much worry to elevator operators. In some instances they have proved a source of real danger to the properties. With the precedent established by the fire at Rossville Feb. 17th, fire insurance companies are coming to view wet grain and field seeds with an apprehensive eye.

When oats were being harvested last August and dumped on the market in a wet condition the Rossville (Ill.) Grain Co. filled a 16x12 ft. bin, 54 ft. deep, in the east end of its elevator with nearly 7,200 bus. They heated and settled, forming a light crust at the top.

The space left by their settling was filled with more oats. Again they settled and another crust formed at the top. Then a third layer of oats was put in. Another crust formed.

Meanwhile the adjacent bins had been filled with oats of better quality. The middle bin, with its 3 layers of wet oats, was left to sweat thru the winter.

About the 8th of February an adjacent bin was emptied and its contents shipped to market. When the elevator was opened about 7 o'clock a. m., Feb. 17th, it was found full of smoke. An immediate call was sent for the Rossville fire department and an investigation made.

The fire was discovered about 30 feet down, in the cribbing that separated the bin containing wet and heating oats from the bin that had been emptied ten days before.

The blaze was subdued by the chemical wagon of the village fire department. Then a hose was run to the top of the bin and water poured on the burning oats till it seeped thru the bottom of the bin.

Less than two hours later Inspector Peterson of the Grain Dealers National Mutual Fire Insurance Co., which carries the fire insurance, happened along. At 10 o'clock p. m. the next

day fire broke out again. The oats were immediately ordered out.

Cars were ordered from the C. & E. I. R. R., and the spouting at the bottom of the steeply hopped bin opened. But the oats would not flow. Then a hole was cut thru the side of the elevator at the top of the bin and a crew of 14 men put to work with picks and shovels. They worked in shifts of two, with ropes, to the top of the bin, under their arms and wet handkerchiefs over their mouths and noses. The gases and vapors arising from the hot mass made it impossible for anyone to work in the bin more than a few minutes at a time.

Finding this method ineffective, another hole was cut thru the wall of the elevator near the bottom of the bin. Coal chutes were tied together and arranged to carry the oats to cars waiting on the siding below. Then a length of gas pipe was thrust up thru the hole to loosen the oats and start them to flow. With the inrush of air the blaze broke out again and the hose line had to be brought into action. Men worked with ropes around their waists in insufferable heat and stench to break up the 3 crusts and clean out the bin. Its contents made four carloads of black, sticky, charred oats, which were shipped to Chicago for disposal.

From the time the first blaze was discovered Thursday morning until the bin was completely emptied Monday night, men were always on duty ready to turn water into the hose at any sign of fire.

The elevator of the Rossville Grain Co. is a 100,000-bus., cribbed, iron-clad structure set on high ground several feet from the railroad. It is equipped with two legs, which can elevate 3,000 bus. per hour, and a XXth Century Cleaner. A 30 h.p. motor furnishes the power.

The company has a second house with capacity for 40,000 bus., a few rods south on the same railroad.

This fire proves conclusively that wet oats can and will start a blaze. If you must take them in keep turning or dry them.

### Insurance Notes.

**Columbus, O.**—C. O. Garver, for many years with the J. W. McCord Fire Insurance Agency will represent the Millers National Ins. Co. in Ohio with headquarters in this city.

**Radiator emblems** are being mailed out with every policy this year by the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis, Ind., using this mode of advertising as another probe for new business.

**A general movement** among the states to check arson by the enactment of more stringent legislation was reported by the Arson Com'te of the Fire Casualty Statistics Com'te of the National Fire Waste Council.

**Marked progress** in prevention of fire on farms is reported by National Fire Waste Council. The last twelve months, in fact, have witnessed more progress in the prevention of loss to life and property by fire on American farms than in any similar period, if not in all the time preceding, the report says.

**A considerable reduction** of the annual loss of life in the U. S. through fire, which has been estimated at 15,000, is indicated in the report of the Fire Casualty Statistics Com'te of the National Fire Waste Council. The prediction was made that complete statistics will show that the annual loss of life is now between 9,000 and 10,000 lives.

**Washington, D. C.**—For the second time Albany, Ga., out of a field of 303 cities in the U. S. competing for the honor, was awarded (on Mar. 17) the grand prize in the National Fire Waste Contest for 1926 conducted jointly by the National Fire Waste Council and the United States Chamber of Commerce. The next four class winners are Milwaukee (Wis.), Huntington (W. Va.), and Owensboro (Ky.). Albany established what is perhaps a new record in fire prevention. With a population of 18,000 the fire loss for the year was only \$7,000 or 40 cents per capita.

**Washington, D. C.**—An engineer of the Bureau of Chemistry, U. S. Dept. of Agr., William A. Noel, began a trip through the Middle West and Southwest the middle of March, demonstrating methods of preventing dust explosions and fires in industrial plants. His route takes him to Oklahoma City, Okla., Mar. 26-8; Dallas, Tex., Mar. 29; Austin, Tex., Mar. 30; San Antonio, Tex., Mar. 31; Houston, Tex., Apr. 1; Galveston, Tex., Apr. 2-4; Houston, Tex., Apr. 5; Lincoln, Neb., Apr. 8; Des Moines, Ia., Apr. 9; Springfield, Ill., Apr. 11 (forenoon); Decatur, Ill., Apr. 11 (afternoon); Indianapolis, Ind., Apr. 12-13; Columbus, O., Apr. 14.

**The present bill**, if enacted into law, will threaten the very basis of our national prosperity, through dislocation, the slowing up of industry, and the disruption of the farmer's home market, which absorbs 90 per cent of his products.—President Coolidge.

### Ohio Grain Dealers Mutual Report.

The 25th annual statement of the Ohio Grain Dealers Mutual Fire Insurance Ass'n, submitted by J. W. McCord, sec'y-treas., for the year ending Dec. 31, 1926, shows receipts for 1926 of \$22,815.20; the total receipts from all sources, including the 1925 balance, being \$52,132.32. Net losses paid during the year were \$14,273.58; total disbursements, \$22,840.94. The total net assets of the ass'n show a surplus of \$39,341.38.

At the close of 1926 the company had 615 policies in force, covering \$1,774,900; during the year 160 policies, covering \$505,900, were written. A total of 629 policies were in force at the close of 1925, covering \$1,791,500. The cost of insurance to policyholders for the year equaled 35 per cent of the schedule rate applying to each risk.



Elevator at Rossville, Ill., Where Oats Started



## Purchase and Sale Contracts

is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his Purchases and Sales and determine almost instantly, whether he is long or short.

Separate pages are devoted to each kind of grain, thus simplifying the recording of each contract. This form covers facing pages, the left hand pages being devoted to a record of contracts for—Purchased, under which the following information is entered: "Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks."

The right hand pages provide spaces for a record of contracts for—Sold as follows: "Date, To Whom, Bushels, Grade, Shipment, Price, By Whom, How and Remarks."

Do not attempt to do business without keeping this record. It requires only a few minutes work each day and may prevent large losses with the present unstable conditions of the market.

The book contains 100 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in full tan canvas.

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Cost in 1927

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The GRAIN DEALERS JOURNAL.

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Before contracting for any conveying equipment—consider the type of bearing to be used.

If you are willing to pay just a little more for Hyatts—the difference will be more than saved in the lower cost of motors and belts. For less power is required to drive easy turning Hyatts—and starting torque is many per cent lower than that of ordinary bearings.

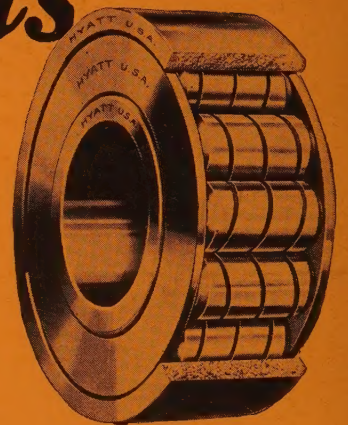
You have seen many jobs that are over-motored. Why pay for this surplus when it is only useful for overcoming natural

resistance of ordinary bearings?

Hyatts do not stick—do not have to be “warmed up” after an inactive period. They are positively lubricated—but their efficiency is not entirely dependent upon oil.

They keep the drag off motors and prevent binding and twisting of shafts, for they turn just as easily when the switch is thrown as when going at full speed.

Their initial purchase is their only cost. Will it be better bearings or oversized power equipment for your conveyors?



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